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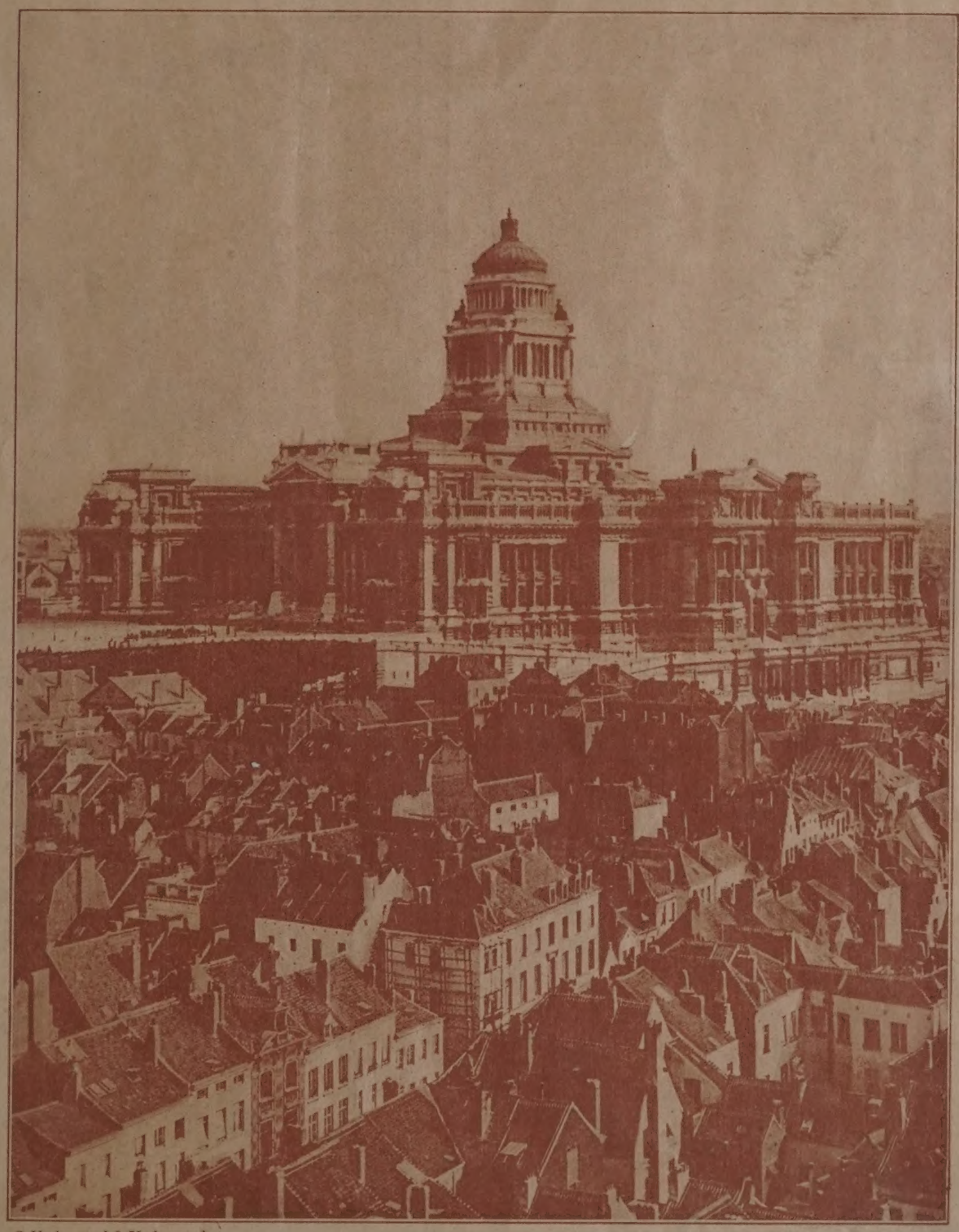
VOL. XXXVI NEW YORK, U. S. A., MARCH 16, 1928 No. 12



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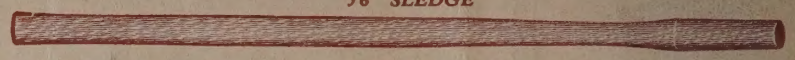

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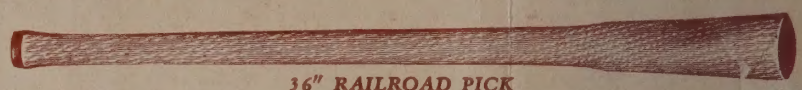

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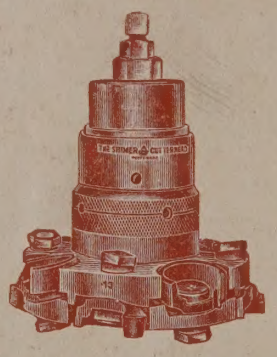

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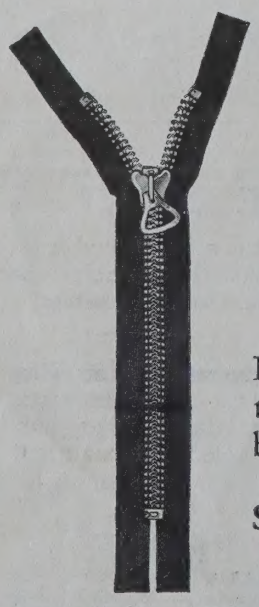

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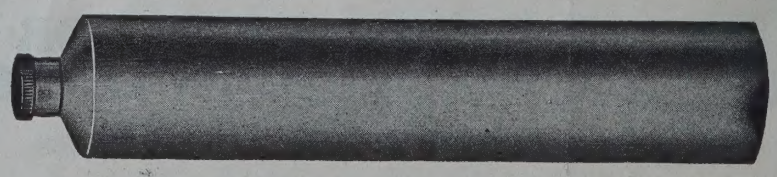

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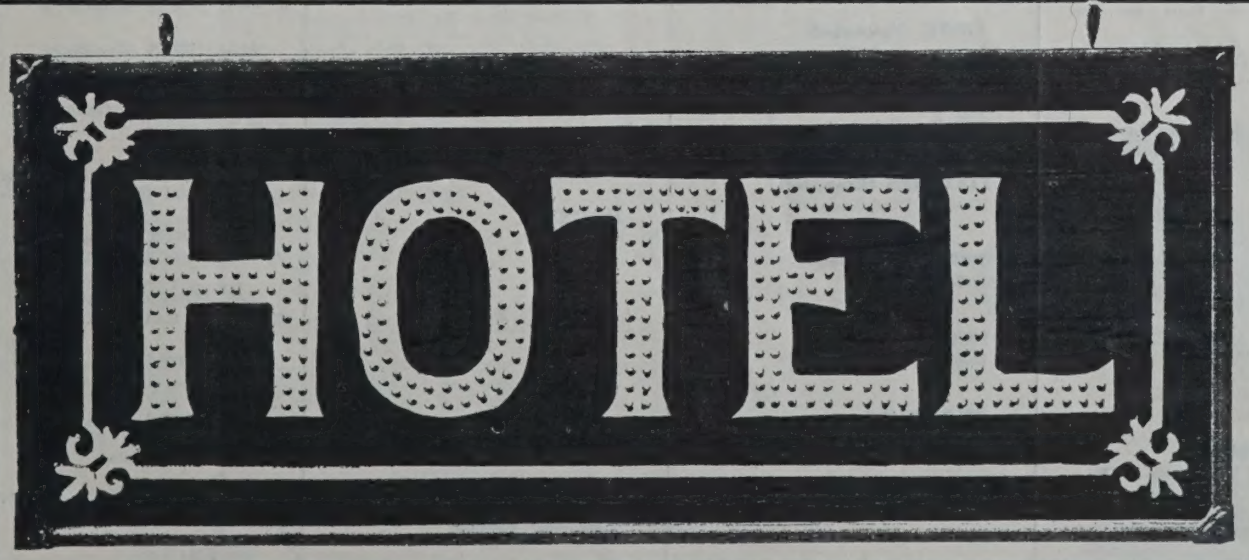


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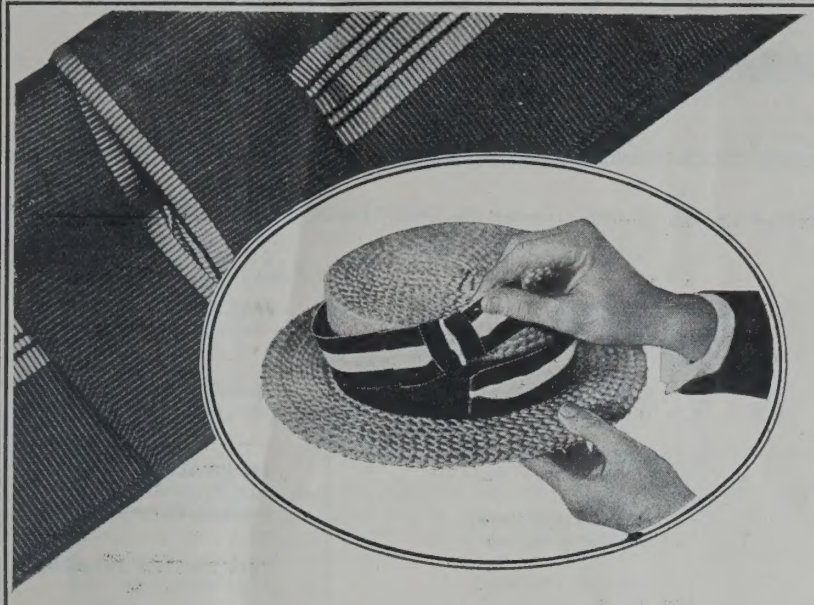

*"The Band with the little Hooks"*

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# Wick

**FANCY ADJUSTABLE HAT BANDS**

# *Easy to Sell at a Good Profit*

Wick Adjustable Fancy Hat Bands appeal greatly to men. It is only necessary to put them on display and they sell themselves.

Wick Bands fit all sizes of hats, both felt and straw. They are easily attached without sewing. Four little hooks hold them firmly in place.

Wick Bands are made in the finest quality grosgrain ribbon in various widths. There are hundreds of patterns and color combinations to suit every taste.

We suggest that you send us an order for several dozen, simply stating the widths and prices you desire and let us make up an assortment for you. Our experience enables us to pick the patterns and colors which will sell best in your locality.

There is also a ready sale for Wick Adjustable Puggaree Scarfs—especially for Felts and Panamas.

## *Prices*

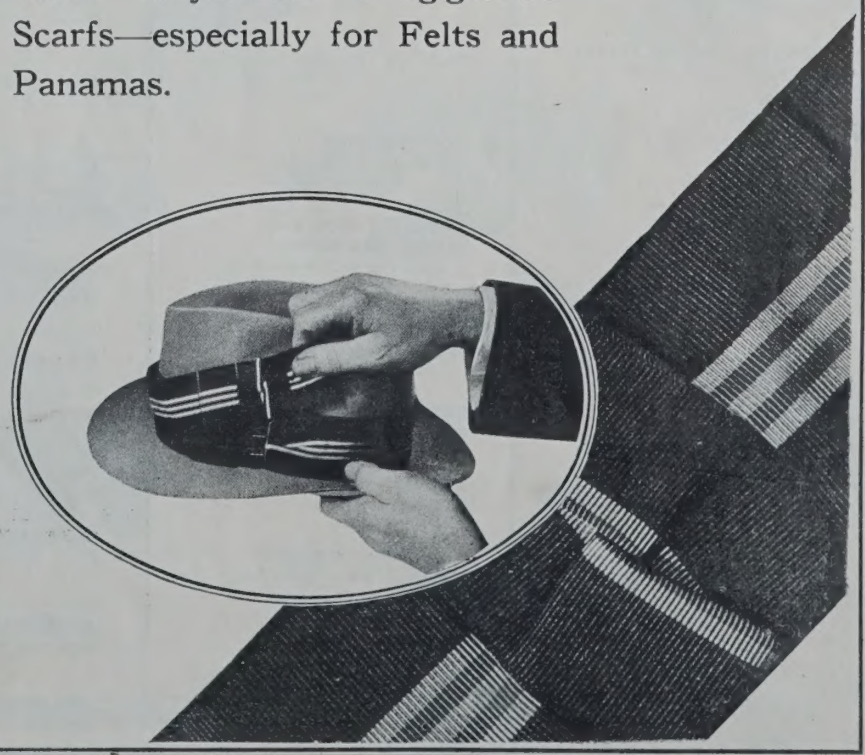
| | |
|---|---|
| *12-ligne Fancy Grosgrains* | *$2.75 a dozen* |
| *17-ligne Fancy Grosgrains* | *3.50 a dozen* |
| *23-ligne Fancy Grosgrains* | *4.25 a dozen* |
| *23-ligne Raised Cords* | *6.00 a dozen* |
| *Silk Puggaree Scarfs* | *4.25 a dozen* |
| *Crepe Puggaree Scarfs* | *6.00 a dozen* |

*(F. O. B. Philadelphia)*

**WICK NARROW FABRIC COMPANY**

*Originators of the Adjustable Fancy Hat Band Business*

**931-937 MARKET ST. PHILADELPHIA, U. S. A.**



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**WRAPPING PAPER HOLDERS**
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# WILBUR COON SHOES BRING YOU NEW BUSINESS SO FAST BECAUSE THEY FIT SO WELL!

The trouble with the shoe business is that most shoes don't fit. Women go from one store to another hoping to find a shoe that is comfortable yet stylish. Once they find a shoe that really fits they keep on buying that brand.

That's why stores selling Wilbur Coon Shoes are increasing their volume so rapidly. These shoes really fit—even on the unusual foot. The two-way and three-way combinations give the wearer both fit and comfort, combined with good style.

### *They don't slip at the heel or gape at the sides*
### *There are no wrinkles at the arch or anywhere else*

What can you do now for the woman who has AA heel, A instep, B ball? With Wilbur Coon Shoes you can fit her perfectly, whether she needs this particular combination or some other. You can give her a shoe that fits everywhere as snugly as a glove, yet without tightness or discomfort.

Wilbur Coon Shoes relieve foot troubles. Hard and soft corns, callouses, and other ailments due to poor fitting, tend to disappear as soon as the unnatural pressure is removed. The built-in arch support prevents arch troubles, relieves them when present. Built-up inner soles relieve metatarsal weakness.

### *More than 200 sizes — 1 to 12, AAAA to EEEEE*
### *100,000 to 150,000 pairs always in stock*

Wilbur Coon Shoes come in all current leathers and fabrics, in models for practically every use, including shopping, nursing, business, dress and street wear. Boots are supplied with four different top-fittings. The enormous stock always ready for immediate shipment assures prompt deliveries. These include widths AAAAAA/AAAA to EEE/EEEEE, and sizes 1 to 12.

Wholesale prices range from $4.75 to $7 per pair, f. o. b. Rochester. Our huge volume and great resources permit us to use the best of materials and shoe-making. Six thousand United States retailers and others in foreign lands find that Wilbur Coon Shoes, internationally known from our extensive advertising, yield them comfortable profits while rapidly enlarging their sales.

The complete story of Wilbur Coon Shoes is told in our free printed matter. Write for it.

## W. B. Coon Co.

37 Canal Street Rochester, N. Y.

## *Wilbur Coon Shoes*

Reg. U. S. Pat Off.

SLENDER FOOT ARCH FITTER TRADE MARK

© 1928, W. B. C. Co.

STYLISH STOUT OUT SIZES TRADE MARK

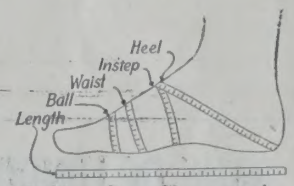
## EVERY PAIR OF WILBUR COON SHOES HAS

—solid grain leather counter;
—leather box toe, solid leather single lift heels (excepting covered wooden heels);
—improved WBC steel arch-supporting shanks;
—Diamond fast color eyelets;
—glazed kid quarter linings in colors that will not crock or stain;
—sturdy reinforcements under aprons, throats, buttons and button holes;
—Goodyear Wingfoot Top Lifts.

### Wilbur Coon Shoes are Stocked Widths AAAA to EEEEE. Sizes 1 to 12

Wilbur Coon Boots may be had in four top-sizes, so that the wearer may be sure of as snug and comfortable a fit about the ankle as she gets elsewhere throughout the shoe — another instance of Wilbur Coon fitting service.

For extreme short foot
extreme wide foot
extreme long foot
extreme narrow foot




*Wilbur Coon Shoes fit at each of the five important points*

The Tapered Foot shows the five principal points to which Wilbur Coon Shoes are fitted — length, ball, heel, waist, instep. Standard lasts are fitted only to length and ball—another evidence of Wilbur Coon fitting service.

No. 2033-X Standard Ball measure, instep and heel three widths narrower. Style E-2029-X patent leather—$4.85. Style 2030-X Tan Kid—$5.25. Style 2033-X, Black Kid—$4.85.

No. 1908, Style E-1908, black kid—$5.25. Style 1906, black satin with black ooze trim—$5.50.

No. 296, standard ball instep and heel two widths narrower. Style 296, black kid—$4.85. Style 297, patent leather—$4.85.

No. 1973, standard ball and instep, heel two widths narrower. Style 1973, tan calf with ooze trim—$6.00. Style 1974, black kid with ooze trim—$6.00. Style 1978, patent leather with ooze trim—$6.00.

No. 1963, standard ball and instep measure heel two widths narrow. Style 1963, patent leather—$6.00. Style 1964, black satin—$6.00.

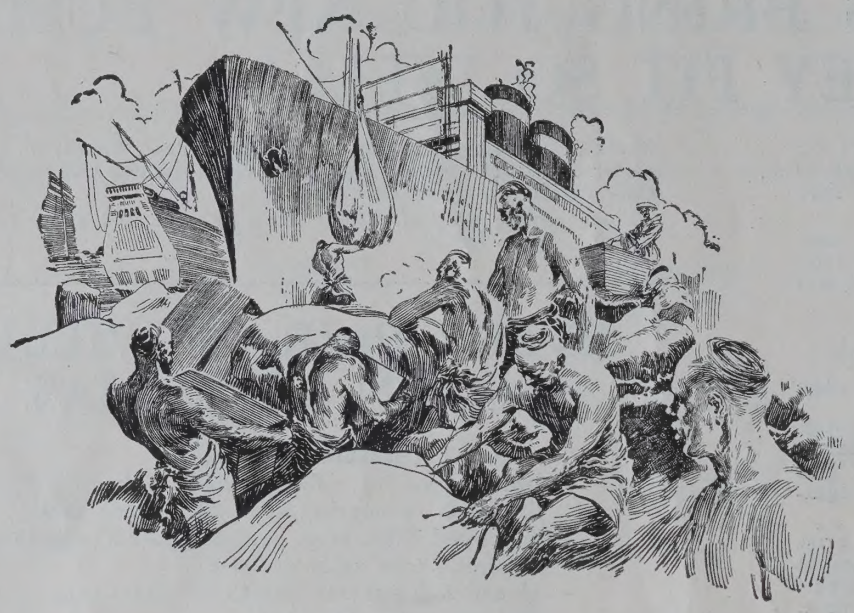
No. 775-X, standard ball, instep and heel two widths narrow. Style 775-X, black kid—$4.25.

No. 1929-X, standard ball instep and heel two widths narrower. Style 1929-X, patent leather—$5.75. Style 1933-X, black kid—$5.75. 1953-X, burnt oak tan kid—$6.50. Style 1955, black ooze, $6.25

No. 1705, standard ball measure, two widths narrower heel. Style E-1704, b'ack glazed kid—$5.75. Style 1705, patent leather—$5.75. Style 1706, burnt oak tan kid—$6.50. Style 1707, all wnite kid—$6.25.

No. 1994, Style E-1993, black glazed kid—$5.75. Style 1994, patent leather—$5.75. Style 1999, burnt oak tanned kid $6.50.

No. 1702, standard ball, instep and heel two widths narrower. Style 1701, black kid—$5.50. Style 1702, tan kid—$6.25. Style 1703, patent leather—$5.50.



An American Bank operating throughout the Far East, which specializes in the purchase and sale of silver bullion and all Far Eastern exchanges, and performs every banking service necessary to finance Oriental trade.

## EQUITABLE EASTERN BANKING CORPORATION

11 BROAD STREET, NEW YORK

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HONGKONG OFFICE: 6 Queens Road Central

A Subsidiary of
THE EQUITABLE TRUST COMPANY OF NEW YORK

## BANK OF LONDON & SOUTH AMERICA, Limited

**Capital and Reserve, £6,540,000**

**AFFILIATED WITH LLOYDS BANK, LIMITED**

who have over 1,600 Branches in England and Wales and a paid up Capital and Reserve Fund of over £24,000,000 Sterling

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Montevideo, and at Calle Rio Negro (Montevideo), Paysandu (Agency), Salto (Agency), Rivera (Agency).

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Rio de Janeiro, Bahia, Curityba, Ceara, Juiz de Fora, Maceio, Manaos, Maranhao, Para, Pelotas, Pernambuco, Porto Alegre, Rio Grande, Santos, Sao Paulo, Victoria, Bello Horizonte.

CHILE:
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# EXPORTERS AND IMPORTERS JOURNAL

WITH AMERICAN PRICE CURRENT

VOL. XXXVI — NEW YORK, U. S. A., MARCH 16, 1928 — No. 12

## New Home of the Equitable Trust Company of New York

NOW IN ITS 42-STORY BUILDING DOMINATING FINANCIAL HUB—MANY NEW FEATURES ACHIEVED; NUMEROUS DIFFICULTIES OVERCOME IN CONSTRUCTION

IN the February 1925 issue of the EXPORTERS AND IMPORTERS JOURNAL, an article was published descriptive of the proposed new thirty-four story bank building to be erected by the Equitable Trust Company of New York. A special illustration of the building was also presented in the issue referred to.

History was made in Wall Street when The Equitable Trust Company of New York moved into its new building during the Lincoln's Birthday holiday week-end and opened its doors for business at its new address, 11 Broad Street, February 14th. Work on this new 42-story building started in May, 1926. The site, once a pasture for the flocks of the Dutch settlers, and which could be had in the early days of New York for a few dollars, covers 25,000 square feet, is bounded by Broad Street, Exchange Place and Wall Street, and is one of the most valuable banking locations in the world, if not the most valuable.

When the old Mills Building with its 12 stories was erected in 1882 it was declared to be the world's largest and most imposing office structure. Today that historic edifice is supplanted by the most dominant financial structure in the world's leading financial center. The building has a frontage of 164 feet on Broad Street, 28 feet on Wall Street and 151 feet on Exchange Place. The height from the sidewalk on the Broad Street side is 550 feet.

Actually 42 stories in height, there are 36 "rentable" floors above the substructure. The Equitable Trust Company will occupy the substructure, ground and first eleven floors above, excepting eight floors and two basements in the Wall Street wing. Approximately 98 per cent of the rentable space has been leased. All leases date from May 1, 1928.

A large part of the substructure houses the bank's giant steel vaults. Some idea of the tremendous size of these vaults may be gathered from the following: The vaults are four stories high, containing approximatey 8,150 square feet of floor area; and each floor measures 35 feet 4 inches wide by 57 feet 8 inches long. The size of these vaults is surpassed only by those of the Federal Reserve Bank of New York. The floor area is equal to that of many small business buildings throughout the city.

The bottom floor rests on solid rock fifty feet below the street level. All sides of the vault are open to observation. Over 2,000 tons of steel were used in the manufacture of these vaults. The total weight of the entire vault structure, including the concrete foundations, etc., is over 10,000,000 pounds.

There are five separate entrances to the vaults. Each door and frame is 30 inches thick, weighing 121,000 pounds. Regardless of the weight, the door is so finely balanced on its hinges with ball and roller bearings, that it can be moved with one hand with very little effort.

OFFICE OF PRESIDENT ARTHUR W. LOASBY

Photos © Amerunya

GENERAL VIEW OF MAIN BANKING ROOM

The vaults, which were designed and manufactured by the York Safe and Lock Company, embody all of the very latest improvements to combat the skilled cracksman. Many protective devices have been incorporated, which have not heretofore been used in vault construction. The doors and body of the vault are protected throughout against attack by oxy-acetylene torch. Further protection of the most modern and efficient type has been used. The vaults are, therefore, not only proof against the attack of the modern up-to-date burglars, but are also considered mob-proof.

The 36 rentable floors of the new Equitable Trust Company Building come first, while the 37th floor is partly machinery and storage space, and the 38th floor consists of ventilating apparatus. On the 31st and 32nd floors will be located the exclusive Broad Street Luncheon Club, while the entire eleventh floor will be given over to the Trust Company's restaurant and cafeteria. Above the 38th floor are the observation and air exhaust spaces, tower and tank compartment and radio receiving apparatus.

There are numerous novel features of construction and equipment. The outside architecture is pyramidal in style and carries out the idea of ancient monumental construction. The banking interior has occasioned considerable comment among architects and artists because of its simplicity and its classic dignity.

One of the most distinctive features of the interior of the building is the decorative wrought iron work which adds both strength and beauty to the banking quarters. The work of Samuel Yellin, the Iron Master, it includes a grille 300 feet in length which surrounds the cages on the ground floor, and still more elaborate screen 150 feet long for the main banking room. In addition there are 55 lighting fixtures of various designs for the ground floor, twelve chandeliers for the main banking floor, clocks, gates, elevator doors, window and radiator screens, railings and other smaller objects. Mr. Yellin's beautiful creations in iron with their spontaneity and virility rival those of the famous masters of the Middle Ages, who fashioned decorative accessories for great castles and cathedrals.

The new Equitable Trust Building also boasts the largest vacuum cleaning system in the world installed as one of a number of special provisions for safeguarding the health of employees and tenants. This system is operated by two 60-horse power motors, with 700 inlet valves placed throughout the building where the hose may be attached. Over 7,000 feet of

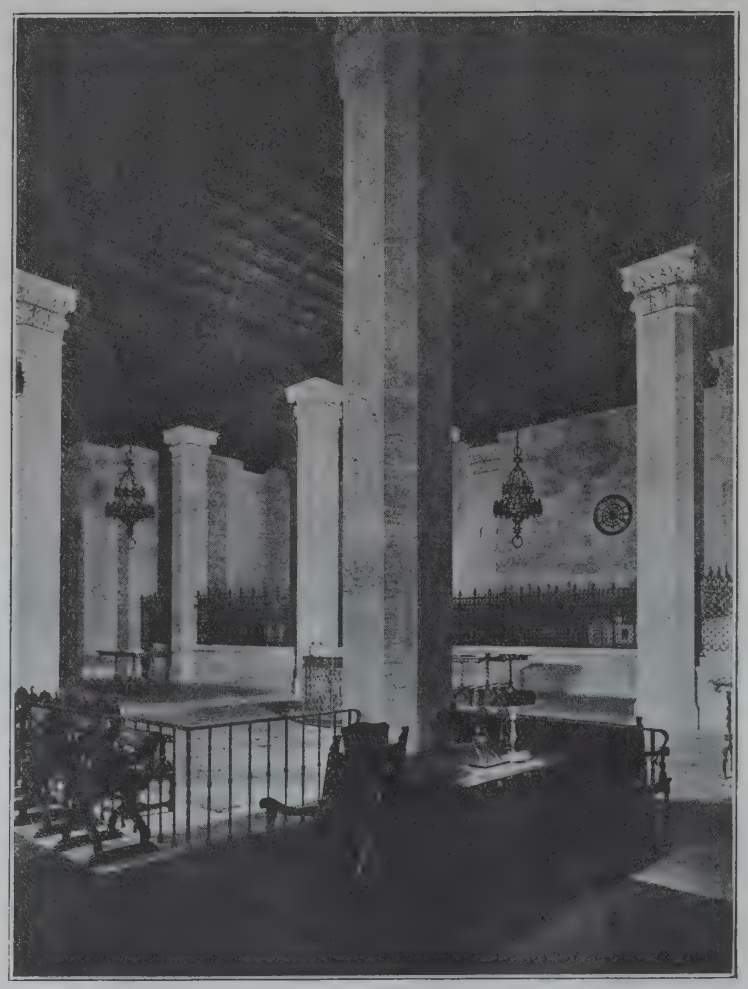
pipe is used to connect the inlet valves with the turbines, and the system is so devised and planned to cleanse the air of its staleness, remove floating germs, and do away entirely with brooms, dustcloths, carpet sweepers and feather dusters.

"Vita Glass" has been installed in windows of the first ten floors to take the place of the ordinary window glass. This special glass allows the health giving ultra-violet rays of the sun to enter the company's offices. Exhaustive practical tests have proven that material benefits to health have resulted from installation of this type of glass in hospitals, schools and other public institutions.

A pneumatic tube system—the longest probably in the world—has been installed to expedite the delivery from office to office and floor to floor of securities, documents mail and messages between the various departments of the trust company. From a central terminal room on the ninth floor the tubes radiate to 28 stations. The motive power is furnished by two 30-horse power blowers or fans in the basement.

Nineteen thousand tons of steel and some 6,000,000 bricks were employed in the construction of the building. Specially treated glazed surface bricks were used on the exterior brickwork and approximately 27 different shapes were required.

The most modern development in the science of foundation engineering were applied in the design and constuction of the foundation. The work presented difficulties because of the site's irregular shape, the variations in bed-rock surface levels, and rock quality, interference to construction offered by the large underpinning cylinders along the property lines, and the underpinning operations required for the protection of the buildings to the East. The pneumatic caissons on this project consisted of large rectangular reinforced concrete piers super-imposed on heavy reinforced concrete walled working chambers. The entire area of the lowest basement floor, together with the cofferdam walls to grade, were coated with cement water proofing so as to completely seal the entire substructure.



Photos © Ameruya

A CORNER OF THE BANKING ROOM

The construction is generally of a nature, it is believed, to outlast any similar piece of skyscraper building in existence. Each column base carries an average load or weight of over 2,000 tons. There are 81 columns in the building over which the weight of the building is distributed. The largest column has a sectional area of 281 square inches. The steel work of the structure was completed on June 29, 1927, and was celebrated with a ceremony attended by officials of the company and members of the various firms engaged in the work of construction. Arthur W. Loasby, President of The Equitabe Trust Company of New York, drove home the last rivet, a golden one, on the thirty-eighth floor, as referred to in a previous issue of this JOURNAL.

The base of the building up to the third story, is of white granite and buff Indiana limestone. The large windows and the general treatment of the exterior suggest to the casual passerby the great spacious banking room within. The suggestion of the shaft of a column is carried out in the treatment of the long unbroken vertical brick piers with deeply splayed surfaces. The stories above the first set-back bring to mind the capital of a column. Here a greater variety of treatment in brick and stone and attractiveness of outline have been obtained by the use of the succeeding set backs, and the introduction of stone loggia at the top which recall in a measure the large openings of the first floor. The whole massive form of the building is terminated by an imposing octagonal pyramid which adds another towering peak to the ever-growing skyline of lower New York.

The public entrance to the main corridor is in the center of the Broad Street front. This entrance has been greatly enhanced in beauty and dignity by its imposing dimensions and by the depth of its stone reveals. The entrance is 20 feet wide and approximately 40 feet high. The bank's own entrance at 11 Broad Street opens into a grand corridor over 42 feet in height with a monumental stone stairway leading up to its huge banking room on the first floor.

The main banking quarters of the Equitable are housed in a room measuring 133 feet in length, 82 feet in width, and 30 feet in height. The lofty ceiling of this early Italian room is re-

*(Continued on page 26)*

THE MAGNIFICENT WROUGHT IRON GATES GUARDING ENTRANCE TO BANKING ROOM

WINDOW OPENINGS OF BANKING ROOM, PROTECTED WITH WROUGHT IRON MESH WORK OF IRON RINGS

# Fancy Adjustable Hat Bands

THE ORIGINATORS OF THE BUSINESS STILL LEAD ALL.

THE modern hat, in its many attractive styles and made of a variety of materials, presents a covering for the head worn by both sexes. It can be traced back to the *petasus* worn by the ancient Romans when on a journey and hats with brims were also used, probably on like occasions, by the earlier Greeks.

During the reign of Charles I., the Puritans affected a steeple crown and broad-brimmed hat, while the Cavaliers adopted a lower crown and a broader brim ornamented with feathers. During later years, the cocked hat as an ordinary article, has disappeared.

In recent years the silk hat has been less in use and hats made principally by the process of felting constitute the popular line in vogue. As now manufactured, felt hats are of three different kinds, plain soft, plain hard, and "napped" or "ruffed" felts. In large manufactories modern machinery is now generally employed for operations which at no distant date were entirely manual. In the United States, New Jersey and New York state enjoy the greater part of the industry.

In line with the whims of Fashion, hats have undergone a wide variety of changes as to shape, likewise a considerable variety of changes of color, the raising of the top part in which the head is inserted and the widening or diminishing of the brims constituting the chief changes. The present round hat superseded every variety of cocked hats with the beginning of the nineteenth century. A point of interest is the fact that during the eighteenth century it was not unusual for gentlemen to wear gold lace bands and edgings on their headgear. As is well known, the making of hats of various materials, such as felt, silk, wool, straw, etc., is an industry of considerable importance in many countries, some of the productions having a world-wide distribution.

The manufacturers whose product is particularly referred to in this article are located in Philadelphia, Pa., U. S. A., noted specially for the production of carpets, rugs, lace curtains and various lines popular both at home and abroad. The goods herein described are not the least of many popular lines made in that city.

The development of an idea and the success of the product resulting from it is always interesting, more so when the article produces a radical change from old-time honored customs for years in vogue previous to the introduction of the up-to-date article in place of that heretofore used. A novelty? Yes, but one which has been popular since first put into use.

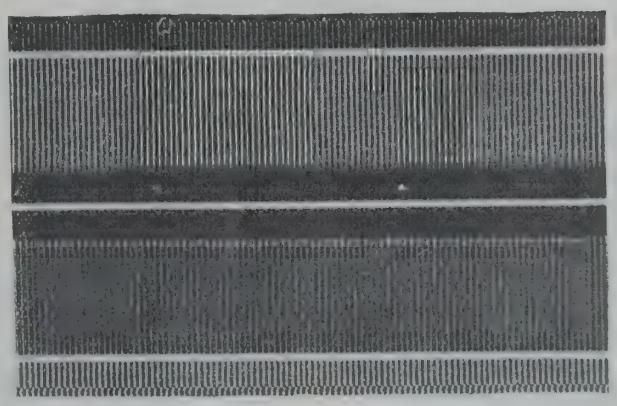
Twenty-five years seems not a long span into the past and it is interesting to note that about a quarter of a century ago a young man in the city of Philadelphia, of an inventive turn of mind, conceived an idea which, though many people laughed at it at the time, proved so sound that from it developed a world-wide and prosperous business that has steadily advanced from then to the present time.

The young man referred to, new and alert in the business world, noted that practically every man wore a plain band on his hat—usually a black one. He reasoned that men like color, as was clearly evidenced by the neckties worn, and as a result he concluded that a hat band in colored stripes and figures would be a marketable product. The young man referred to was John Wick, the originator of the Wick Adjustable Hat Band business. As a result of his conclusions he reduced his idea to practical form, and began the manufacture of fancy hat bands, having small hooks so cleverly arranged that the bands could be attached in a few seconds to a straw or felt hat of any size.

IT TAKES BUT A FEW SECONDS TO FASTEN A WICK BAND TO A HAT OF ANY SIZE

Having perfected his idea the next thing was to market the product. It is well known that most new inventions have to face a certain period of hard going, but Mr. Wick, by the aid of judicious advertising coupled with a product that the public required, very soon developed a business that to-day extends around the globe. The readiness with which the trade adopted this new adjustable hat band proved the merit of the idea. Wherever it was shown it sold; men seemed eager to add to their dress this new touch of color. Some hat stores which at first seemed reluctant to put the line in stock, one by one became hat band enthusiasts and there is scarcely a high class store in the United States selling hats where the Wick Adjustable Band is not sold.

12 LIGNE — ABOUT 1 INCH WIDE



23 LIGNE—ABOUT 2 INCHES WIDE

Within the last few years many hat manufacturers, noting that the demand for colored hat bands had reached tremendous proportions, have been putting fancy bands on their hats at the factory. This, however, has not reduced the demand for Wick Bands. As a matter of fact the hatters of the country realize that the variety of patterns which could be put on by the hat manufacturers and carried in their own stock must be very limited. They state that a great many of their customers would not care for these few patterns and that frequently, because the man would like the style and shape of the hat but not the band, a sale would be lost. As a result they carry a large assortment of Wick Adjustable Bands, thus allowing the customer to select the exact band preferred.

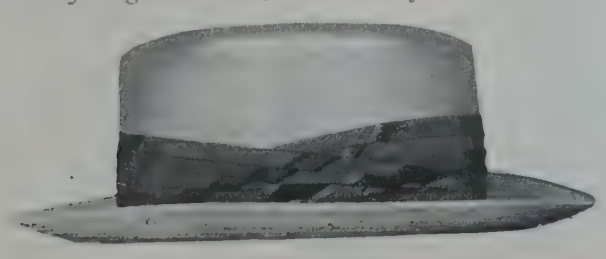
The trade will be interested to know that Wick Adjustable Bands are made in three widths—12 ligne (about 1 inch wide), 17 ligne (about 1½ inch wide) and 23 ligne (about 2 inch wide). Each band is made of the finest grosgrain ribbon of a quality used by makers of only the most expensive hats.

These bands come in hundreds of patterns and color combinations, each of which has been originated by the Wick designers especially for the purpose for which it was intended. Many new patterns are created each year. Because of wide range of color and pattern, there is a choice permitting of suiting every man—whether he desires just a touch of color, perhaps a conservative combination of gray and white or blue and white, or something very vivid.

The Wick Narrow Fabric Company, the outgrowth of the adjustable hat band idea, also make hat bands in the color combinations of all Universities, Schools, Clubs, etc. Many of these are in regular stock, but if not, if the order be for a sufficient quantity, special color combinations will be woven to order. The company also make Puggaree Scarfs of fine folded silks and crepe in hundreds of different patterns.

The world-wide demand for Wick products in Canada, Cuba, Mexico, South America, Australia, Hawaii and the Philippines, as well as China and Japan, is sufficient evidence of the high standards of quality always found in all Wick creations.

Importers and dealers are invited to write the Wick Narrow Fabric Company, 931-937 Market Street, Philadelphia, Pa., U. S. A., for catalogue and further information regarding the Adjustable Hat Band line.



A WICK ADJUSTABLE PUGGAREE ON A PANAMA HAT

PUTTING A WICK ADJUSTABLE BAND ON A FELT HAT

# AMERICA'S COTTON INDUSTRY

JUSTLY NAMED THE "FABRIC OF CIVILIZATION"

*(By Earle W. Gage)*

*(Photos by courtesy of the United States Department of Agriculture.)*

NO product entering into world trade has a greater personal interest to the world's millions of people than lowly cotton. It is very easy to see how the little cotton plant directly or indirectly affects the masses. First, its production gives employment and means of livelihood to millions of people all over the world. Cotton fabric is used in manufactured forms by almost everybody in the world; it is about the only material ever used for clothing by the great majority of the people in China and India.

The rise of this plant from a little-known, less appreciated ornamental plant about Oriental homes, to a surpassing position of leadership in world trade, daily touching the lives of more people than any other product, reads like romance. Discovered long before the dawn of recorded history in the wilderness of remote India, the cotton plant was later introduced into various parts of the world, reaching America about 1600, when it was first planted in the Virginia Colony. Here it has thrived and now the fields of America's cotton belt produce nearly 60 per cent of the world crop.

Truly has cotton been named the "fabric of civilization." It has built up nations, and has riven them apart. It has brought to the world vast and permanent wealth, and has enlisted the vision of statesmen, the genius of inventors, the courage of pioneers, the initiative of merchants and traders, and the patient toil of many millions.

The name cotton itself is of Oriental origin, being derived from the Arabic "koton" or "gootn." Its earliest history is found in the Rig Veda hymn, composed fifteen centuries before Christ; 3000 years ago it was a popular ornamental plant in Egypt.

Alexander the Great was the first apostle of cotton, and he it was who introduced this plant to Europe, from whence it traveled to many parts of the world. He called cotton "vegetable wool," often referring to "the trees of India bearing wool."

To-day the world's cotton crop is produced chiefly by the United States, with 56 per cent; India, with 17 per cent; China, with 14 per cent; Egypt, with 5 per cent, the remainder being divided between Russia, Brazil, Mexico, Peru, Turkey, Japan, Persia, and other countries.

Since the United States produced the lion's share of the cotton entering world trade routes, it is natural that the price of American Upland cotton should govern the price of the other varieties. There are two chief varieties grown in the United States, Upland and Sea-Island cotton, the former making up the bulk of the annual crop.

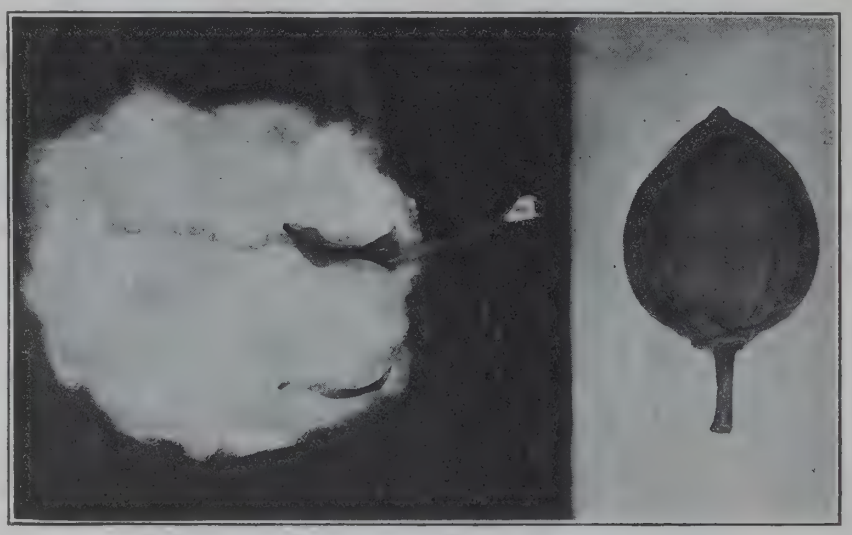
It is interesting to note over a considerable number of years the world's consumption of cotton increased at the rate of approximately 600,000 bales per year. This requires an annual extension of the world's cotton growing acreage, calculated on the basis of the average production an acre in America, of at least 1,500,000 acres, and the labor of some 90,000 additional cotton pickers during the season. This increased demand is not only accounted for by the increased population demanding cotton fabrics, but also the gigantic motor car tire industry, one of the largest individual consumers of cotton.

The United States has not always occupied a dominant position as a cotton producer. Indeed, now that the American crop has reached its present great proportions it seems almost like a fairy tale to read in *The Magazine of American History,* of A.D. 1800, that "when the uncle of the founder of the Sheffield Scientific School at Yale College took 250 bales of cotton from Charleston, S. C., to Liverpool, at the beginning of the last century, the dealers would not at first believe that his cotton was from this country."

Nor in the light of the present large production in the United States, does it seem possible that, although the average price of the staple over the years 1790 to 1800 was 33.8 cents per pound, the total exports from the United States in ten years averaged only the equivalent of 23,400 standard 500-pound bales per annum.

Gigantic as is America's cotton growing industry at the present, there is ample room for expansion to meet the increased demand, and keep pace with human needs for centuries to come. The section of the United States commonly known as the "Cotton Belt" is of Continental dimensions. It covers some 890,000 square miles. Less than one-fifth of the land is in cultivation and only one-third of that area is now growing cotton.

The area of the cotton growing territory is about equal to the combined areas of Austria-Hungary, France, Germany, Great Britain, the Balkans, Italy, Ireland, Portugal, Holland and Belgium, while the acreage actually planted in cotton covers only ground equal to that covered by England and Wales. From this comparison, it may be appreciated that the acreage in America adapted to the production of cotton, as yet untouched, insures the United States world leadership in cotton for generations to come.



AMERICAN UPLAND SHORT COTTON AND BOLL

AN AMERICAN COTTON FIELD, SHOWING ROWS OF PLANTS IN RIDGES

POWDER DUST KILLS COTTON WEEVIL

EGYPTIAN COTTON GROWING IN CALIFORNIA

The natural characteristics of the fibre are unique among textiles. To illustrate this it is interesting to note that cotton has a marked and valuable physical feature, in that it will keep indefinitely, without appreciable deterioration in quality. A bale grown in 1859 was sold in New York in 1897, and on being put to use was found to possess just as good working qualities as newly grown cotton.

And it is a curious ruling of fate which makes the spinning of cotton fibre possible. There are several other short vegetable fibres, but cotton is the only one which can profitably be spun into thread. Hemp and flax, its chief vegetable competitors, are both long fibred. But the individuality of the cotton fibre lies in its shape. Viewed through a microscope, the fibre is seen to be, not a hollow cylinder, but rather a flattened cylinder, shaped in cross section quite like the figure eight. The chief and valuable characteristic is that the flattened cylinder is not straight, but twisted. It is this twist which gives its peculiar and overwhelming importance to cotton, for without this apparently fortuitous characteristic, the spinning of cotton, if possible at all, would result in much weaker and less durable thread. The twist serves to make the threads "kink" together when they are spun, and it is this kink which makes for strength and durability.

TYPICAL SOUTHERN COTTON WAREHOUSE AND GINNERY

It was not until Eli Whitney, in 1793, invented the cotton gin, however, that the fibres of this plant became of great commercial importance in world trade. Until then, American cotton growers found it next to impossible to gin cotton properly, the primitive roller gin of the time being unsuited to the task, and the work of pulling off the fibres by hand being both tedious and expensive. In 1792 the amount exported from the United States was equivalent to only 275 bales.

Whitney fixed wire teeth in a board, and found that by pulling cotton fibres through with his fingers, he could leave the tenacious seed behind. He carried this basic idea further by putting the teeth on a cylinder and by providing a rotating brush to clean the fibre from the teeth. The changes which immediately followed upon the introduction of the cotton gin were tremendous in scope and almost innumerable. For one thing, it permitted the United States to use more and more cotton fabric at home, and soon the great American cotton mill industry sprang up, first in New England, and in later years to journey closer to the heart of the cotton belt.

The bulk of the crop was exported abroad, providing the English cotton mills with the greater proportion of their fibre. Exports to England and the Continent grew from 379 five-hundred pound bales, in 1790, to 5,000,000 bales in 1920, and cotton soon made up three-fourths of the whole amount imported into Great Britain, while other countries developed cotton spinning industries of large scope. To-day American cotton is sent to almost all those European countries which spin and weave.

LOADING COTTON AT A GULF PORT FOR EUROPEAN MILLS

Such a trade movement had a profound effect upon the currents of world trade. The cotton crop is the second in value of all the crops produced in the United States, and such a large part of it is exported that the credit it gives to its sellers enables them to purchase in return some of the most valuable of the products manufactured in Europe. Thus it is that the American cotton crop has many ramifications, reaching out and touching the fortunes of many people in many countries.

The leading cotton markets of the world are those of New York and New Orleans, in the United States; Liverpool, in England; Havre, in France; Bremen, in Germany; Alexandria, in Egypt, and Bombay, in India. The differences in these markets, and the restricted areas for which many purchase, means that it dwindles down to the New York, New Orleans and Liverpool as the three principal cotton exchanges. These are the three in which cotton of all kinds is dealt in, and all forms of transactions are common. The prices established on their floors are the prices of the world.

The New Orleans Cotton Market, and those of lesser cities, are largely "spot" markets, that is, the dealings which takes place in the exchange at those points involve the actual transferring of cotton which is on hand, or, at least, contracted for. The New York market deals mostly in "futures," or cotton for future delivery. The Liverpool Cotton Market is both a great "spot" and "futures" market. And the interesting fact about these "futures" is that few of the contracts are actually ever filled by delivery.

The great cotton exchanges, and the New York market in particular, are used by cotton merchants and manufacturers in every part of the world to protect themselves in their buying and selling operations. The value of middling cotton in New York is kept upon par with the value of the same cotton in any growing or manufacturing point, such factors as freight, insurance, brokerage, etc., being allowed for it in the quoted price. Thus it is that quotations on the Liverpool exchange are higher than those in New York by the difference between the amount it costs to deliver the cotton in Liverpool and in New York. Thus the contract which a Southern merchant sells in Atlanta, Georgia, through his broker on the New York exchange, may be bought by a spinner in Manchester or Tokyo, anxious to insure his supply of cotton at a price which would make his contracts profitable.

We have seen that the American cotton grower supplies more than half of the world's demand for raw cotton. The cotton manufacturers of the United States are in no such position. This does not mean that American cotton goods are not exported in very considerable amounts. From the beginning of the industry varying percentages of the total product have been sent abroad. Whereas, Great Britain exports between $500,000,000 and $600,000,000 worth of cotton goods in the average year, the United States exports between $60,000,000 and $80,000,000, ranking fifth among the nations exporting cotton goods. The reasons are at home. The attractiveness and rapid growth of the domestic market provided an outlet for practically all of the output of the American mills. With higher prices prevailing in the home market, the manufacturer was not called upon to exert himself to stimulate sales in regions where competition would have been keen and profits uncertain.

A MODERN CANADIAN COTTON MILL

The ravages of the Mexican boll weevil have cost the American cotton grower countless millions since its presence was first recognized, in

(*Continued on page 26*)

# Perfect Fitting Shoes For Women

100,000 to 150,000 Pairs Always Ready for Immediate Shipment

WHILE Wilbur Coon was receiving his training as a shoe manufacturer during the 70's and 80's of the past century, he felt a growing belief that women's shoes as made under the standards of that time were not properly designed to fit the foot. Mr. Coon especially argued that all feet having the same length and ball measure did not necessarily have all other measurements the same; and that therefore a shoe fitted merely for length and ball could not be considered properly fitted.

Manufacturers to whom he explained this idea granted that his argument was sound, but the usual reply was, "To do what you want will require a lot of extra work and extra investment, and women are satisfied as it is. Why bother?" However, Mr. Coon was not satisfied, and when in 1888 he opened his own factory in Rochester, New York, he continued his investigation and found that many women require a shoe that does not slip at the heel. After fitting to the heel, the shoe would be too narrow at the ball or elsewhere. If fitted to the ball, it would be too wide at the heel. The same was true of all other parts of the foot.

As a consequence, the new factory began to turn out shoes with extra narrow heels, and other shoes designed to fit the high instep and some other variations. Immediately, Mr. Coon's conviction was justified, because the new shoes met with instant favor from both dealers and the public. Scientific studies of the foot progressed with increased persistence, and today the officials of W. B. Coon Company claim to be in possession of information regarding the anatomy and structure of the human foot which is known to but few in the shoe industry.

This intimate knowledge has been turned to good account, and the makers of Wilbur Coon shoes maintain that their regular stock sizes can fit any feminine foot that can possibly be fitted by a ready to wear shoe. In part, this is accomplished by the use of two way and three way combinations, and in part by other means.

Thus the custom shoe maker in preparing a pattern to order, measures length, ball, instep, waist and heel. If he fits these five points, he is confident that his shoe will fit the customer. Wilbur Coon shoes taken out of stock can be fitted to practically any foot at these same five points. It is for this reason that the firm advertises, "Made to measure fit in ready to wear shoes."

As a consequence of this exact fitting, Wilbur Coon shoes do not slip at the heel, they do not gape at the sides, they do not wrinkle at the arch or anywhere else. They support the foot with the comfortable firmness of a new glove at every point. Not only does the woman then have a shoe which—because of its snug fit—makes her foot look trim and dainty, but she enjoys an ease which she hitherto associated only with the clumsy and unsightly so called "comfort" shoes. For the first time, in other words, she has a shoe that combines both smart style and comfortable fit.

One result is a rapid and consistent annual growth of volume enjoyed by Wilbur Coon dealers. They find that the woman who has once enjoyed the comfortable fit of Wilbur Coon shoes does not readily change over to any other brand. While a woman is convinced that no shoes will fit her properly, she buys by the eye, and gives her business to any dealer who happens to have a shoe that strikes her fancy. But once she has worn a Wilbur Coon shoe and experienced its fit and comfort, she comes back to the same dealer over and over and over again.

In support of the claim that practically any foot can be fitted, the officials of W. B. Coon Company point out that their stock contains always from 100,000 to 150,000 pairs of shoes ready for immediate shipment. Wilbur Coon shoes are made in sizes from 1 to 12, with AAAAAA/AAAA to EEE/EEEEE. These come in all leathers and fabrics required by 95 per cent. of the average dealers' customers. The models cover practically every need—street, dress, nursing, shopping and social requirements. Included in the line are several styles of boots, and the exceptional fitting qualities of Wilbur Coon shoes are here carried out in the tops—four top sizes being used—standard, full, outside and extra outsize.

Some idea of the specialization attained can be secured from the trade names employed to designate different branches of the line—Slender Foot Arch Fitters—Stylish Stout Outsizes, Aunt Polly Outsizes. In addition to these main divisions, provision has been made for certain hard to fit but not uncommon types of feet—the soft, flabby foot, the foot inclined to bulge, the extra wide foot, the tiny Cinderella foot, the foot with extreme instep or heel.

While in style and appearance Wilbur Coon shoes bear no resemblance to orthopedic shoes, yet by virtue of a natural and perfect fit, they overcome foot troubles—most of which are due to poor fitting. Corns, both soft and hard, as well as callouses tend to disappear when Wilbur Coon shoes are worn. A special bunion last soon gets the bunion foot into such good condition that standard models can be worn with comfort, the bunion being largely reduced. A steel arch-supporting shank of special design prevents arch troubles and relieves them if they have already been caused. Built-up inner soles provide relief for the broken down metatarsal arch and prevent the formation of this disfigurement with its attendant pain.

Wilbur Coon shoes are offered to the trade at $4.75 to $7.00 per pair, F. O. B. Rochester, New York, U. S. A. Nevertheless, because of huge volume and individual facilities, W. B. Coon Company is enabled to use the finest grades of material and workmanship on the market. This excellence of material and workmanship extends into every detail of the shoe, and is well known to more than 6,000 retailers who handle these shoes with ever growing profit and success.

MODERN SHOE MANUFACTORY—W. B. COON COMPANY, ROCHESTER, NEW YORK, U. S. A.

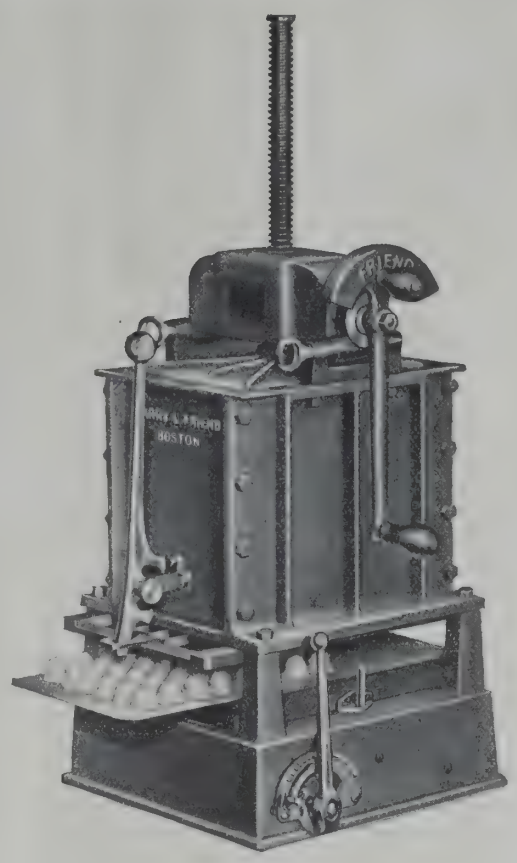
# Modern Candy Making

INGENIOUS MACHINES GREATLY IMPROVE QUALITY AND QUANTITY OF PRODUCTION

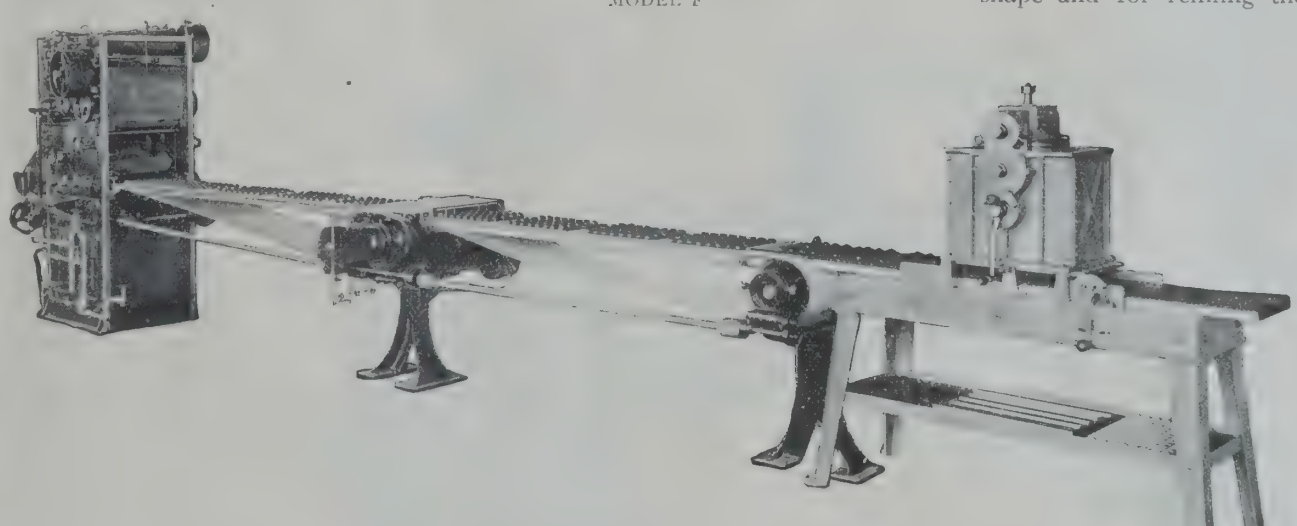
PROBABLY no one American industry has made greater strides during the past few years in the perfection of its output than that made by the manufacturers of confectionery, the improvement in quality and quantity being universal throughout the country and in many instances extending to various foreign markets, where enterprising manufacturers are thoroughly familiar with the advantages gained by the use of up-to-date machines in the making of candy.

Much of the improvement in quality and quantity of goods produced may be attributed to the use of the machines herewith illustrated and described.

It is undoubtedly true that the success of constantly increasing numbers of retail candy manufacturers is undoubtedly due to "Hand-Roll" quality in competition with the old established brands of starch-cast goods. The notable success of Hand-Rolls put out by either wholesale or retail manufacturers is a fact as well established as the superiority of the Friend Plastic Center Machines for forming the centers, the machines referred to constituting an important part of the plant of enterprising confectionery manufacturers.



MODEL F



"DREADNAUGHT" NEW FRIEND PROCESS MACHINE
ALL CENTERS ON ABOVE 20 FOOT BELT WERE FORMED IN 2 MINUTES

To those who observe present-day sanitary, as well as economical requirements, in the successful manufacture and sale of superlative creams, the term "Hand-Roll" means merely a type of fondant, best made on an open beater, where the flavor, as well as fondant creams and invert agents are usually added during the creaming process.

This type of fondant is not re-melted but is formed into centers while in a "plastic" condition, commonly known as "Hand-Roll Fondant" which, however, under the best modern practice is a misnomer for the centers are neither rolled nor formed by hand.

In the old days, they rolled 'em by hand—hence the name. This method was not only prohibitive on account of great expense, but unsanitary as well.

The pores in the hand, as all should know, are intended to discharge impurities of the body which in hand rolling are injected into the product. Even if these impurities could be considered an appetizing ingredient, their effect on keeping quality would be disastrous as fermented and leaky creams are not desired. Therefore, the hands had to be taken out of hand-rolls.

As rolling or other undue agitation breaks down a delicate fondant, causing it to become sticky and to settle, involving the use of starch, flour, sugar, or some other drying powder which reduces quality, impairs flavor, and is often the cause of grained goods, imperfect dipping, fermented and leaky creams, the roll also had to come out.

With these facts in mind, the statement sometimes so proudly made, "We roll our goods by hand" has become of very doubtful value and might as well be kept a secret. Nobody questions the superior eating quality of fine "hand-roll" cream, but the old-fashioned methods made them commercially impossible, and great credit is due modern, mechanical equipment that has overcome every objection to the forming of so-called "hand-rolls" as a commercial proposition.

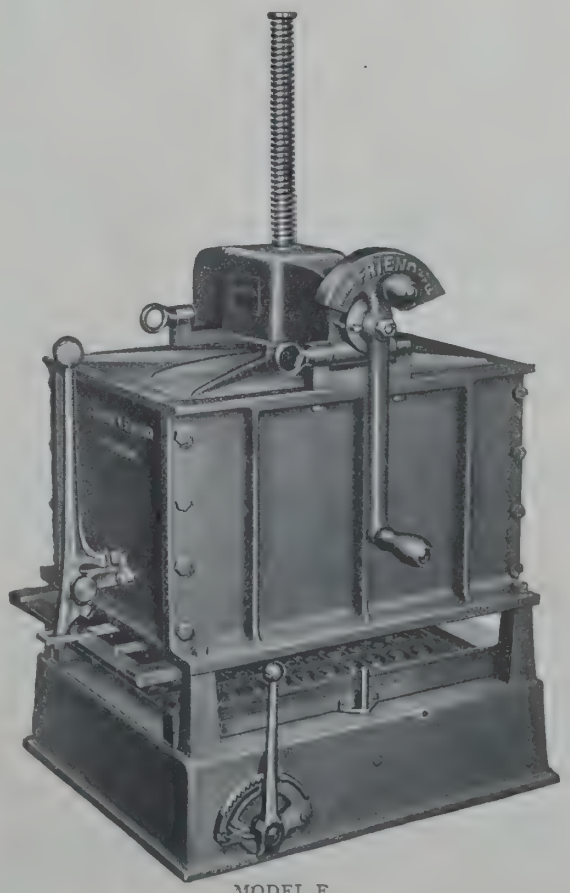
To-day, the finished fondant may be placed in the cream chamber of a Friend machine and is, without undue pressure or agitation of any kind, forced down bodily through a die having numerous openings, on to the receiving tray, plaque, or paper. The height is accurately gauged by the setting of the tray. These streams of "plastic" fondant expand as they strike the tray to any desired size or weight and are cut off by a series of fine wires, so braced that nuts, fruits, or such tough material as cocanut paste, for bon-bon centers or cocoanut cake, can be handled, as well as materials so soft and light that rolling either by hand or mechanically would be an impossibility.

Friend Centers are beautifully formed with flat bottoms, rounded sides and tops and are accurately deposited on papers in one simple operation, immediately ready to go to the dippers. One operator can turn out from five hundred to one thousand centers in one minute. The candy manufacturer will do well to compare this output with antiquated methods where centers are formed one at a time and rehandled once, twice, and often three or four times before reaching the dipper.

It is also interesting to note that by this same process, five-cent Bars, Eggs, Ovals, Squares, Oblongs, Triangles, and even Rings and Tubes can be formed with equal ease, speed and accuracy. Only about fifteen minutes are required for forming the capacity of any model into centers of any shape and for refilling the machine, very large production can be obtained at a minimum cost. This may well be called "the plastic age."

The "Dreadnaught" New Friend Process showing mechanical dipping of hand-roll centers, is elsewhere illustrated. The fondant, without re-melt passes directly from the beater to the Friend, over the bottomer through the coater to the packers, and from kettle to packers within three hours — no starch, no re-melt, no rolling, no hands and no leaks.

While especially valuable for machine dipping, the "Dreadnaught" is said to have no equal for production in forming the centers on separate trays for hand-dippers. This model has two speeds for very light or very heavy material, and has automatic handling of the tray lift and cut-off wires by a single turn of a small crank, insuring positive operation and great accuracy. The standard equipment includes dies for forming centers from ⅝ inch to 2 inches in diameter of any desired height of the usual round shape. Special dies can be supplied as extra equipment for forming other shapes such as squares, ovals, oblongs, eggs and bars. For machine-dipping the centers are formed on paper plaques that are attached to the feed belt of any dipping machine where the Bottomer wires pick them off. Model F has a capacity of 30 pounds, 48 centers at each deposit and Model E a capacity of 70 pounds and 96 centers at each deposit.



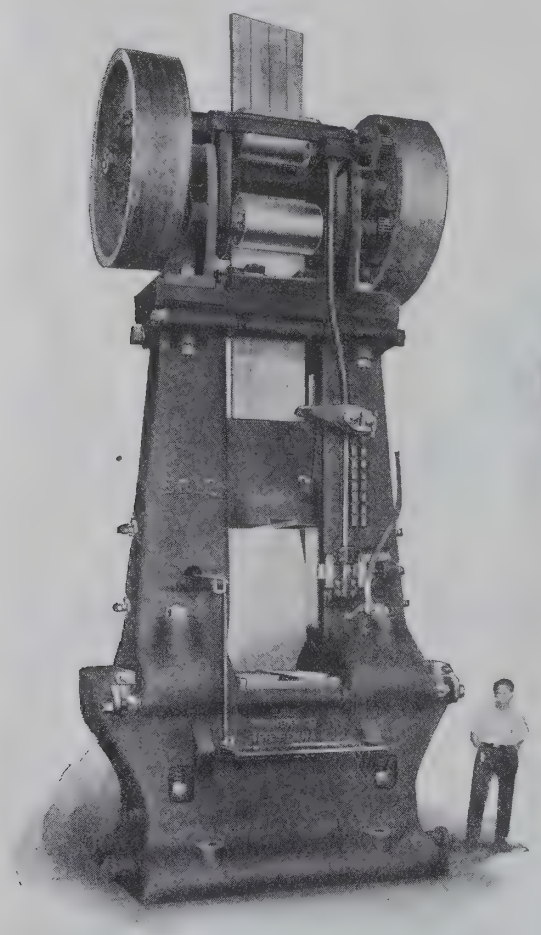
MODEL E

Harry L. Friend, 152 Milk Street, Boston, Mass., U. S. A., manufactures the machines herein referred to. The plastic center machine was developed by Mr. Friend and has become, so it is stated, the most important plastic center machine in the entire candy and confectionery industry. This machine was awarded in the first prize class a silver medal at the First National Exposition of the candy and allied industries—the highest award for the most advanced machine of greatest benefit to the candy industry.

## ERIE FOUR-ROLL DROP HAMMERS ARE USED FOR A WIDE VARIETY OF WORK

In recent years there has been a decided increase in the proportion of board hammers used for making drop forgings. A careful analysis of operating costs and production figures has shown that for many classes of work the board drop hammer is the most economical type of equipment.

Several years of experience with Erie Four-Roll Hammers under operating conditions developed so impressive a record in their favor, according to the makers, the Erie Foundry Company, that the same design has been developed in smaller sizes, where, although the two roll hammers are practical, "they cannot compete with the four-roll in operating speed or economy of boards and belts—the cost of maintenance expense."



FOUR-ROLL DROP HAMMER

The same experience has brought forward a demand, the makers further say, that the other improvements developed for the four-roll hammers (but not a part of the four roll mechanism) be applied to hammers of the two-roll type, and therefore such features as box-section frames, inserted renewable guides and full wedge construction between the frames and the anvils are now available in Erie two-roll hammers.

In Erie Four-Roll Hammers two pairs of rolls act against the board to lift the ram, and it is an inherent feature of the design that the pressure between each roll and the board is exactly the same as between each of the other three rolls and the board, rgardless of low spots in the board or boards tapering in thickness. This is accomplished by carrying the two rolls on each side of the board in bearings at the end of equalizers, the latter being free to turn on their middle bearings around the eccentric. This is vitally important.

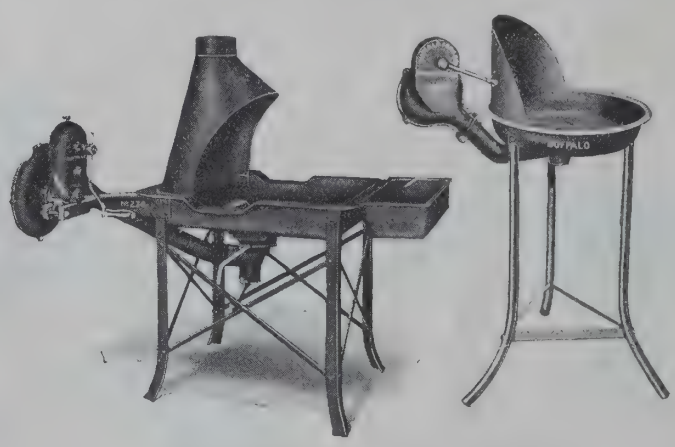
These Erie Four-Roll hammers are used for a wide variety of work—agricultural machinery, tractor parts, rear axle drive shafts, ring gears, front axles, hubs and all the various parts that must be handled in the many commercial forge shops. They are stocked in a complete range of sizes from 3,000 to 7,000 pounds.

## ONE PIECE STEEL HEARTH FORGES

The Buffalo Forge Co., Buffalo, N. Y., U. S. A., originated and developed the one-piece pressed steel forge. The hearth is drawn out from a single sheet in enormous presses designed especially for this purpose. By this means the hearth is in one piece and seamless, without corners or cracks to collect moisture and rust out. The sheet used is a special rust-resisting steel which will last almost indefinitely. Pressed steel forges are light, strong and durable. A turned over brim serves as a tool rest as well as strengthening the forge.

The Buffalo Forge Co. offers the only complete line of these pressed steel forges. This includes both rivet and repair forges with a variety of hearth sizes and depths, with angle iron or steel pipe legs, and with pressed steel windshields, half hoods, full hoods, or down draft hoods.

Buffalo Steel Plate Forges are offered with a choice of five different hand blowers and with variable or constant speed electric blowers.



ONE-PIECE STEEL HEARTH FORGES

Of the hand blowers, the No. 200 Silent Blower, with New Departure Ball Bearings, is perhaps the most popular. It is guaranteed against wearing out within 10 years, and is also guaranteed to produce a stronger blast per turn of the handle and with less power—than any other blower built.

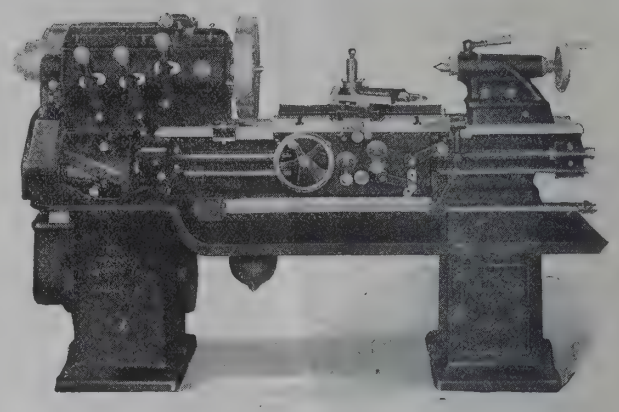
The Improved "Bufco" forge No. 061, herewith illustrated, has become very popular, thousands of satisfied users recommending them. The blower supplied on this forge is the "Bufco," which is favorably known to the entire trade. It has a gear ratio of 36 to 1, pressed steel fan, dust type gear case and cut steel gears.

Forge No. 236H, also illustrated, has a hearth 24 x 30 inches, by 5¾ inches deep; a broad turned over brim strengthens the entire forge and also serves as a tool rest.

## HELICAL-GEARED, BALL-BEARING, EIGHT-SPEED GEARED HEAD LATHE WITH SELF-CONTAINED MOTOR DRIVE

There is a growing demand for helical geared head lathes, according to the Monarch Machine Tool Company, makers of the machine illustrated here, along with other models for the same purposes. The exclusive features claimed for this machine are:

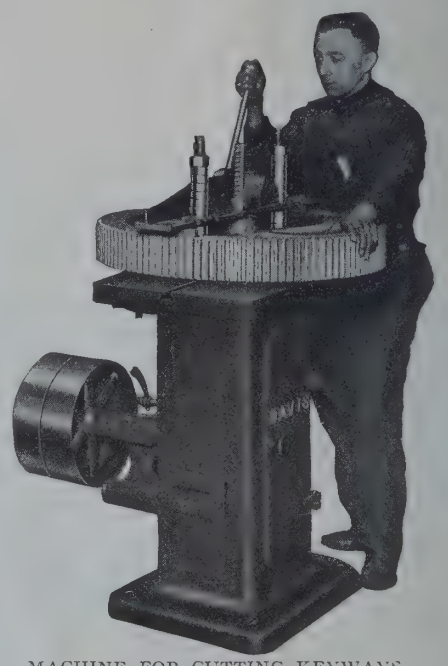
Helical gears of chrome nickel steel, heat treated, giving smooth and constant transmission of power; three and one-half teeth always in mesh, thus eliminating gear tooth marks on work; auxiliary shafts mounted in heavy double row ball bearings—all end thrust developed by helical gears taken against heavy ball-thrust bearings; all gears constantly in mesh and speed changes made with lathe running by three levers on front of the headstock, which operates double-jaw clutches sliding on squared sections of spindle and intermediate shaft; spindle and auxiliary shafts with gear and clutch assembly fit into place without disassembly, giving perfect accessibility; headstock is oil tight and all gears run in oil; no gears, oil tubes or other mechanism in top cover plate; large bronze spindle bearings are inclosed inside headstock, protected from dirt and easily adjusted through cover plates in headstock top; multiple disk driving clutch, with both headstock and apron control levers for starting, stopping and braking; motor can be mounted either on top of headstock, on rear of headstock leg or inclosed inside headstock leg; drive is optional—endless leather belt, silent chain, or geared; apron is full double plate, all high carbon steel gears, and is equipped with the Monarch patented eccentric ball feed control levers.



GEARED HEAD LATHE

## A MACHINE FOR CUTTING KEYWAYS

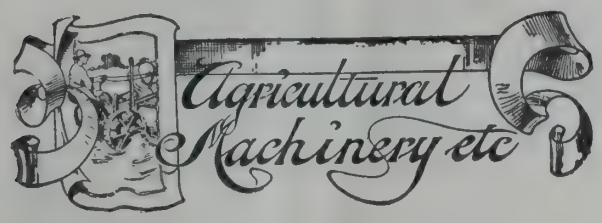
The machine here illustrated, made by the Davis Keyseater Company, was designed for the purpose of cutting keyways in gear blanks, pulleys, bell cranks, crank handles and similar work. It also can be used for cutting slots for oil grooving, etc.



MACHINE FOR CUTTING KEYWAYS

The methods employed is that of a saw or broach, having several teeth cutting at one time. This form of cutter makes it impossible for it to dig into the work. The cutter is fastened to a cross head which gives it a reciprocating motion. An adjustment is provided in the cross head to bring the cutter central with the work.

The blank to be cut is mounted on a bushing turned to fit the bore of the work, which is in turn clamped to the table by a suitable bushing holder. The cutter is guided by a slot cut in the bushing, which thus serves the purpose of holding the cutter in proper relation to the work.




## KILLING THE FARM PESTS

When the insect invasion was beginning to make the farmers of the United States take notice the method of liquid spray was brought into action. This spray was made from a mixture of one or more chemicals with water. This did wonderful work, and but for it our food supply would long ago have been checked to an alarming degree.

But the multiplication of the pests became so great as time went on that now the wet spray method is rapidly becoming inadequate, because of the size of the planted acreages. The degree of infestation by insects and diseases is so great that the remedy must be applied more often than formerly and in a much shorter time. Hence there has developed in recent years a need for a faster means of applying a remedy. This has come about by using "dust" or "dry" spraying, following many experiments by State and Government experts and by growers. Then came the insecticide duster—a machine for applying the "dust" to the crops or orchards.

The "dusts" are made of the same chemicals as are used in the liquid sprays, but ground finer. In the dusting method, air is relied on as the carrying agent. Air being lighter than water, it suspends the insecticide in and around the plants a greater length of time, thus giving it a better chance to adhere to the velvety, porous and hairy character of the plants. The dusting method of protection is described as being much quicker than liquid spraying, as a duster will dust an orchard or field in two days that would require at least a week under the liquid method.

The illustrations here show, in repose and action, a product of the Shunk Manufacturing Company for use in dry treatment of fields and orchards. This machine is said to be capable of dusting 200 acres of crops per hour, with the cost ranging from only one-half cent to not more than two cents an acre. This, of course, does not include the cost of the dust used, but does include operation of the machine, including rental of team and hire of an operator, as well as fuel and depreciation. The duster has a four-cylinder Continental engine, which drives a large and powerful blower. A hopper holding 200 pounds of dust is provided with mechanism which feeds automatically a certain amount of the dust into the blower. Being adjustable, the nozzle can be placed at any angle. It will, the makers say, blow dust out onto the field for 220 yards or more.

Machines in general use today are principally the hand machine and the multiple row duster, which dust from one to four rows of crops at a time or one side of a row in an orchard. In the case of the "dry" duster shown here, the claim is made that one square mile—640 acres—can be dusted by one man, one team and one machine in less than four hours.

The attention of growers of cotton, sugar cane, alfalfa, tobacco, wheat, potatoes, grapes, fruit trees, pecans and many other crops is called to this machine and method in combating grasshoppers, locusts, weevils, moths, worms and other insects, as well as plant diseases.

The company has issued a well-illustrated and informative catalogue valuable to all those directly interested.

SPREADING DENSE CLOUDS OF PLANT MEDICINE

THE SHUNK DUSTER

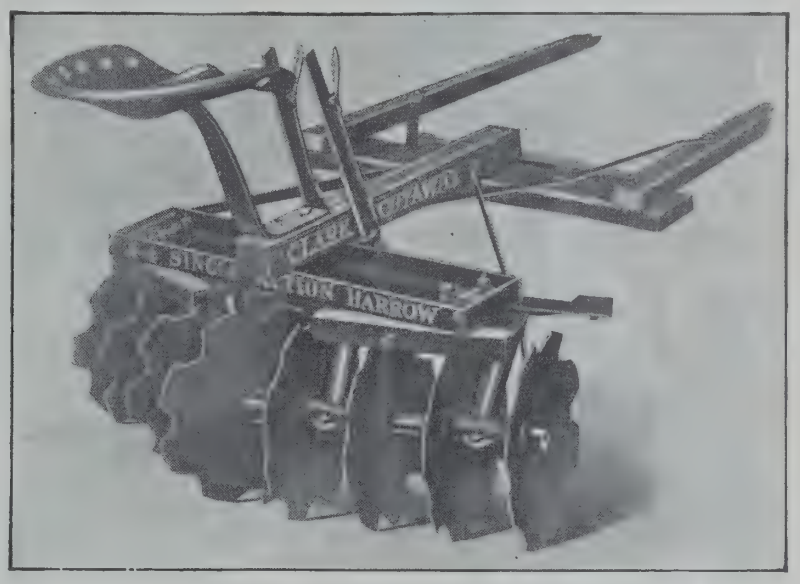
## ONE-HORSE HARROWS

Here is one place where the horse continues to fill the bill—in front of a one-horse harrow. All over the world there are many thousands of farmers who have real need of a disk harrow of high quality to be pulled by one horse. Then there are the many market gardners, the truckmen, the florists and others who equally as well need a one-horse implement which will do the highest grade of work on a compact scale. In the matter of economy, a point well worth noting is the fact that there are thousands of farmers who can profitably use one horse for tillage work instead of letting him stand idle while the balance of their horses are at work elsewhere.

There is shown here the A-4 Single Action Harrow with shafts for one horse. This is also furnished in a two-horse type and with a special hitch for using cattle. Except for being smaller this machine is identical in construction with the larger sizes of the Clark "Cutaway" single action harrow. The gangs are reversible and can be changed in a moment to throw the soil either in or out. The seat is over the gangs, which is especially important in a light one-horse machine, as in this way the required weight is given to the disks. The harrow is also made with extension head and is said to be a most practical, general purpose one-horse harrow.

The Clark "Cutaway" one-horse implements are fitted with disks of Clark "Cutaway" quality, forged sharp. The bearings are of oil-soaked hardwood, perfectly lubricated. Construction is strong throughout and the frame is of selected material. On the A-4 Single Action shown here the shafts may be converted into a pole when desired, the two-horse eveners and neckyoke being extra.

THOMAS AGNEW & SONS, Bond Street dealers, bought at auction Rembrandt "Portrait of a Man," formerly known as "Admiral Tromp," for $153,000.




ONE-HORSE HARROW

## EVERY MAN HIS OWN GARDENER

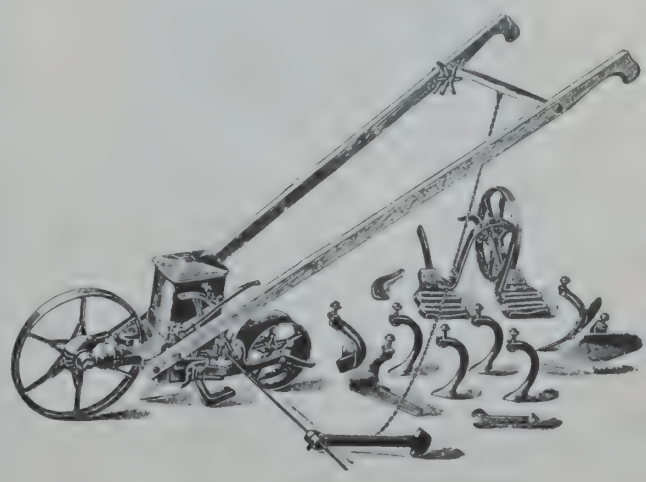
That every man can be his own gardener—provided he's fortunate enough to possess a garden—is made possible these days by every sort of implement designed to make the labor of cultivation so easy that it almost ceases to be labor and becomes a delight. Man loves the soil and is never happier than when tilling it.

The No. 25 Plant Jr. hill and drill seeder shown here, made by S. L. Allen & Company, is a time and labor-saving combination. The double wheel hoe makes it possible to straddle the row until plants are twenty inches high and cultivates both sides at once. It is said to cut in half the time required for cultivation, which, of course, enables the owner to have a larger garden than he otherwise would have.

This implement sows in straight drills or drops into hills four, six, eight, twelve or twenty-four inches apart. The various cultivating attachments shown in the illustration enable the gardener to do an unusual variety of work from the first spring day until Jack Frost again holds forth.

Another of this company's cultivators used by many home and market gardeners is the Planet Jr. No. 4. In one operation it opens the furrow, drops seeds at the right depth and thickness, covers them, packs the soil and marks the next row. Thus the gardener gets straight rows and the right number of plants, which makes cultivation easier. A change from drill to wheel hoe is quickly made. This change made, the gardener can plow, open furrows and cover them; can hill up plants and cultivate throughout the growing season.

In giving advice to gardeners the company points out that to be successful there must be a good seed bed. If possible the garden should be plowed and thoroughly harrowed. Should a garden be quite small, the advice is given to spade it up by hand as early as it is dry enough to easily crumble. If necessary, go over it twice.



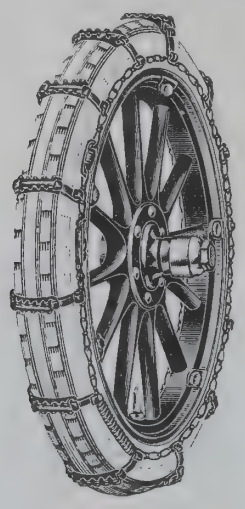
NO. 25 PLANET JR. CULTIVATOR

## VEHICLES MATERIALS AND SUPPLIES

### THE WOODWORTH DOUBLE-GRIP TIRE CHAIN AND EASY-ON CHAIN

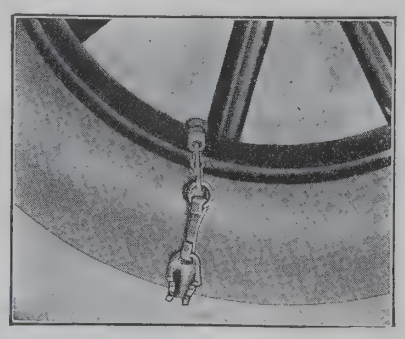
The Woodworth double-grip tire chain was designed especially for use on ice, snow, sand and mud. The makers, the Woodworth Specialties Company, claim they take a much better hold on such roads than do twisted link chains. The cross members on the tread of the tire are made from thick sheet steel formed in such a way that the edges of the metal grip the road and a perfectly smooth, rounded surface comes next to the tire.

Being less than a half inch thick, these cross



DOUBLE GRIP TIRE CHAIN

members are said to cause no bumping, even on pavements. They are so shaped that as the wheel revolves two sharp corners first come into contact with the road. If the tire is not slipping the cross member lies flat as the wheels roll over it; if, on the other hand, the wheel is slipping then the pull on these corners tips the cross member a trifle, making it dig into the ice, snow or mud. Similarly, there are two sharp corners at each end of the cross members, and if the car begins to slew or skid sidewise the tire slides toward the end of the cross member, putting extra weight on it and making these corners dig into the road. The side chains on both sides of the tires pass through springs about five inches long, which automatically adjust the chains, keeping them tight and holding them even on the tires instead of pulling them to one side.



GRIP LIKE MUD-HOOKS RIDE SMOOTH ON PAVEMENTS

Easy-On chains are single cross chains snapped around the tire and felloe between the spokes. They have a patented gripping member on the middle of the tire that lies flat when running on pavements, causing no bumping; but it is so held that when the wheel slips and pulls on the rear edge it rocks on the tire, tipping partly on edge and digging in like a mud hook.

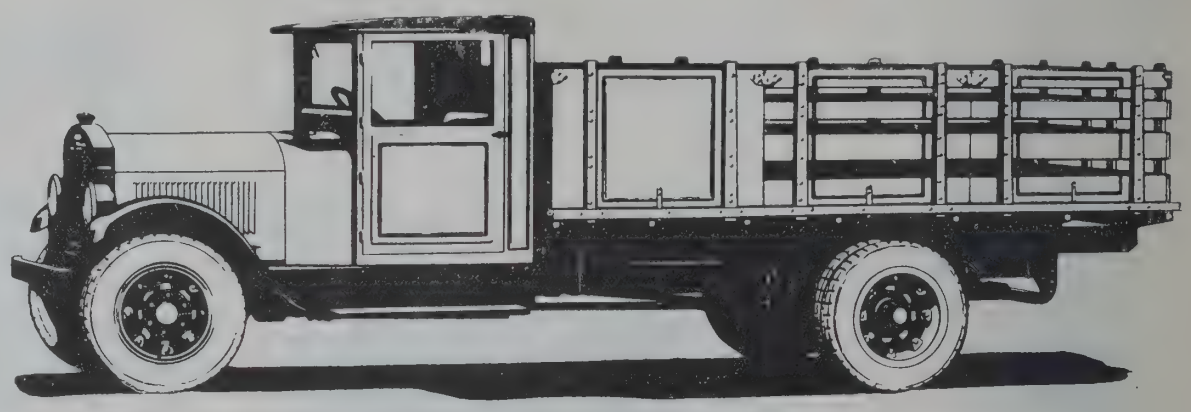
Three or four on a wheel are equal to the large mud hooks and yet they can be left on for hard roads till one is sure he no longer needs them.

### NEW SPEED WAGONS FEATURED 1927 TRUCK ANNOUNCEMENTS

Not only did the Reo Motor Car Company introduce in 1927 the most complete line of commercial vehicles under one name in the world, but this pioneer manufacturer of the well-known Speed Wagon also preceded the production of its new motor trucks with what was probably the most careful and thorough study of transportation requirements ever conducted by any motor truck manufacturer, according to C. A. Triphagen, Sales Manager of the Reo Motor Car Company. A brief study of the features which characterize the new Speed Wagons is conclusive proof of the thoroughness of the investigations.

The new Speed Wagons are built to handle every load from one-half to three tons—have wheelbases ranging from 115 to 175 inches, 6-cylinder nimbleness, 4-wheel brakes, new ease of control and even more of the ruggedness and durability which have distinguished Speed Wagons in the past. Not only in size and capacity, but in other details, are the individual Speed Wagon models adapted to a comprehensive list of uses. Body types and styles, Mr. Triphagen states, fit practically every general need from parcel delivery to heavy haulage, making it possible for operators with widely varying requirements to standardize on Speed Wagons alone.

The new Speed Wagons are built to equal the performance of passenger cars, which gives the



NEW SPEED WAGON

Speed Wagons an even chance with traffic on the crowded highways, thus preventing delays and increasing safety. Six-cylinder engines, designed according to the most advanced engineering practices, provide exceptional speed and acceleration to clip miles and shorten schedules, while the construction of these engines gives greater pulling power at moderate speed. New handling ease is provided by the oversize single plate clutch and by the use of the irreversible type steering gear. Another Speed Wagon feature is the Myers magazine oiler, which automatically lubricates springs, spring bushings and shackles, providing adequate protection where wear is the hardest.

According to Mr. Triphagen, the new Speed Wagons have struck a new note in commercial vehicle design in that they are built from the point of view of the driver as well as the employer. The Reo investigation disclosed that modern transportation requires more efficient and more responsible drivers and that the quality of the truck decides the quality of its driver. No opportunity has, therefore, been overlooked to make these Speed Wagons attractive to capable drivers. They have unusually low loading beds which materially lessen loading labor, save the strength of the driver and cut loading time. The cabs provide passenger car comfort, with spring cushions, unobstructed vision and many other advantages which make driving a pleasure.

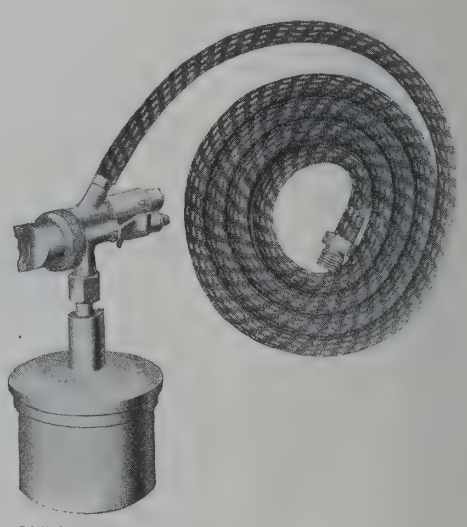
ROSENBACH Co. paid $14,000 for Kipling's "The Smith Administration" at Anderson Galleries auction, highest price ever paid for book of living writer. Only six copies of volume printed in Allahabad in 1891 are known to exist, one in possession of Mrs. Kipling, four in American collections and this one.

### A NEW TOUCH-UP SPRAY GUN

The Alexander Milburn Company has recently developed a new "touch-up" gun which is invaluable to painting departments, sign shops, photographers, and for general use where a fine spray is required. The extremely fine mist, or spray, obtained with this gun is desirable for decorating, shading, high-lighting and blending of colors on any surface, touching-up scratches, mars or dents in automobile bodies or machinery, decorating pottery, lighting fixtures, leather goods and novelties, blowing in backgrounds on photographs, showcards and drawings, stenciling and numerous other fine painting operations, using lacquer, varnish or other paints.

The Milburn Type K-Jr. is quick in operation and very efficient for touch-up work. The gun is well balanced, has stable base and is easily handled. Slight pressure on the trigger produces a very fine mist, so completely atomized that the color is blended with the surrounding painted surface. The gun can be adjusted to procure a hair-line spray for the finest kind of work. In it are embodied the same salient features and high-grade construction as in the Milburn Standard Type E. With the multiple-head, a flat horizontal or vertical spray or a round spray is obtained by a mere touch of the finger.

Six feet of air hose, with connections, are furnished with the gun. Various containers, either aluminum or glass, can be furnished, so that as many different colors can be kept on hand for ready use. Each container can be had with an air-tight cap so that paint can be kept in condition while in the cup. Aluminum cups are 8 ounce size; glass containers, 8, 16, and 32 ounce sizes.



MILBURN TYPE K-JR. TOUCH-UP GUN

The complete Type K-Jr. Touch-Up Unit consists of the Type K-Jr. Gun, 6 extra 8-ounce cups with caps, 6 ft. air hose with connections, and wrench.

L. HELLER & SON of New York, importers of precious stones, announce purchase by them from the Soviet government of a concession on famous Ural emerald mines; state that they have already put nearly $1,000,000 worth of Russian emeralds on American market, and expect ultimately to bring many million dollars' worth here.

HARDWARE NOVELTIES & SPECIALTIES

## NEW AND USEFUL HARDWARE SPECIALTIES

PHILADELPHIA CONCERN FINDS THAT COST OF DEVELOPING HARDWARE NOVELTIES IS MORE THAN REPAID BY VOLUME SALES

SELDOM does a manufacturer offer anything really new in the way of apparatus to water the lawn and garden. For as long as one can remember a revolving head sprinkler has been just a revolving head sprinkler, a stationary sprinkler has been a stationary sprinkler—various shapes and sizes, of course, but no really radical departure from designs that have been accepted as standard. Especially has this been true of hose nozzles.

The reader will study with exceptional interest, therefore, the absolutely different hose nozzle announced in this issue for the first time to buyers outside the United States. It is manufactured by The Clark Manufacturing Company of Philadelphia, Pennsylvania, U. S. A.

Here, as will be seen from the life-size illustration, is a nozzle that differs radically from your, and from our, conception of a nozzle. Hand this nozzle to the average gardener and ask him to tell you what it is, and the chances are that he will say it is some new sort of contraption for forcing grease into an automobile grease cup, or a dinkus to do some other job quite foreign to its duties. Rare indeed is the man, outside the hardware trade, who will recognize it immediately as a nozzle, and one that will do everything that the usual big and cumbersome nozzle will do.

For this reason The Clark Manufacturing Company considered the design of a display carton for the new nozzle of primary importance. A container was required that would tell the shopper at a glance what the new product is, and what it would do. It was considered essential, moreover, that this message should be told as much as possible by picture, so that it would not be necessary for the casual shopper to read a lot of "copy" to find what the product is. Having these points in mind the carton pictured on this page was designed, so that he who runs might get the story almost as completely as the man who could be induced to take the time and trouble to read the few words of description.

"Will this tiny nozzle, less than half the size of the ones you usually see, actually perform as well as the big ones?" That is a question that is often asked. The answer is an unqualified and emphatic "YES." The Giant Junior, for that is its name, will do everything its big brothers will do, and for some uses (washing automobiles, for example) will do it better.

The hand that holds the hose turns the nozzle—it has "one-hand control." First you get a strong, full stream of water. Then, just a turn and you have a coarse spray. Another turn and you get a fine spray. Another turn and you have the merest trickle, for watering potted plants, etc. Another turn and you have a positive shut-off—not a drop of water escaping.

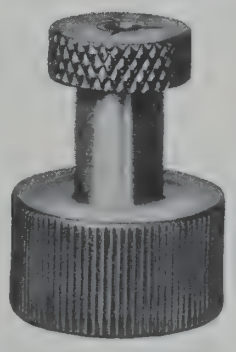
After all, is there any real reason why any nozzle should be bigger than the Giant Junior? Is it not a fact that a bigger one only gives the buyer so much more brass—metal that is quite useless as far as operation is concerned. And, when cutting down the size and simplifying the nozzle makes it possible to retail it at 35 cents, as against the 50 cents to $2.00 price that must be charged for the big ones, will any customer demand to pay more just for unneeded metal? Do people buy nozzles by the pound? We think not.

A large demand is predicted for the Giant Junior in every country over the globe—a demand running parallel to, if not exceeding, the exceptionally enthusiastic reception given this product in the United States.

The development of the Giant Junior nozzle is in line with the progressive policy of The Clark Manufacturing Company in other directions.

Realizing that even the best merchandise correctly priced will not satisfactorily "sell itself," the company places great emphasis on attractive design and package, colorful display cards, etc., and makes every effort to secure that sales appeal so necessary to modern-day merchandising.

CARTON OF "GIANT JUNIOR" NOZZLES



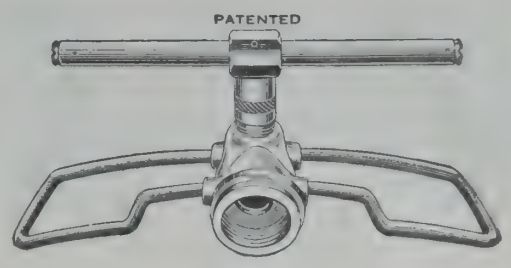
THE "GIANT JUNIOR"
(Actual size)

"A good product at the right price and appropriately 'dressed up' to catch the customer's eye," says the company, "is what we aim at. Clothes do not make the man or the product, but on the other hand we do believe that, other things being equal, a more effective after-dinner speech can be made by a man in evening clothes than by one in overalls. That isn't snobbery—it's good business."

The Clark company makes and distributes patented hardware specialties. A keen lookout is continually kept for new items that can be sold through hardware channels. As such products are found they are placed in the hands of the company's development engineers, with instructions to find if possible how they may be altered and improved to make them a little "different," how they may be changed from commonplace articles that will move slowly across the retailer's counter, to fast-selling profit-making "specialties."

In this way in the past few years this company has given to the trade a simple metal stand for holding a Christmas tree, an electric heater, an electric toaster, and other fast selling items which, by reason of their simplicity and the elimination of superfluous "gadgets," are offered at surprisingly low prices, and sold in tremendous quantities. As an example, a single chain store organization placed in their stores during the past season three hundred and fifty gross of "Samson" Christmas Tree Holders, and report an enthusiastic acceptance for them on the part of their customers. Contrary to the chain's usual policy the price was not "cut."

"SAMSON" CHRISTMAS TREE HOLDER



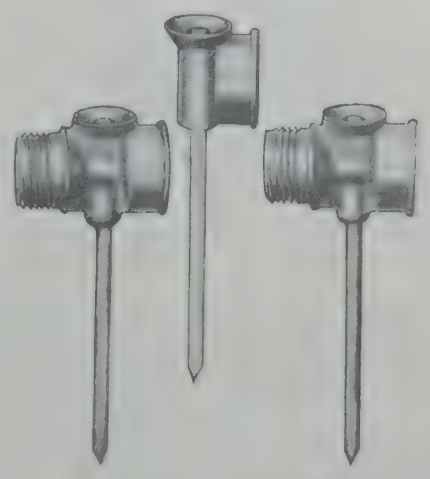

RAINBOW LAWN SPRINKLER

In addition to the Giant Junior, herein described, particular attention is directed to four other useful and popular hardware specialties also illustrated. The Rainbow Lawn Sprinkler, of revolving-head type, is the oldest and possibly the most popular member of the Clark sprinkler line. Absolutely non-rustable, operating satisfactorily on extremely low water pressure, simple and practically unbreakable, it has long been a favorite of foreign buyers. The Samson Christmas Tree Holder, specially packed in an attractive carton, as illustrated, is simple and sturdy and adjustable without tools to support the average-sized trees. The parts are of stamped metal,

ELECTRIC BOWL HEATER

beautifully lacquered. The Samson box measures 8¾ x ¾ x 1⅛ inches. The 3-Unit Styx Sprinklers should meet with ready sales wherever shown. An illustration of the Clark Electric Heater, an extremely popular item, appears above.

In the announcement of the Clark Manufacturing Company a further detailed description of some of the Clark products may be obtained. Detailed prices pertaining to the items illustrated form a part of the American price current in this issue. Correspondence is invited from importers the world over, and illustrated catalogues and best export prices will be supplied on application for same direct to the company. Trial orders from importers will be given prompt attention.



3-UNIT "STYX" SPRINKLERS

FURNITURE MANUFACTURES FROM WOOD

## GOLD MEDAL FOLDING FURNITURE WELL RECEIVED AT CHICAGO EXHIBITION

Considerable interest has been evidenced by furniture buyers at the American Furniture Mart, Chicago, where in January the Gold Medal Camp Furniture Company of Racine, Wis., exhibited its entire line of folding furniture. The new colored lacquer items furnished in five colors—the

FOLDING CAMP CHAIR

folding arm chair, the new Companion chair and rocker, also the reclining chair with or without canopy, furnished with fancy colored covers were well received and splendid sales resulted. These popular items should prove profitable and interesting for merchants all over the world, as they open up new sales channels, being suitable for

FOLDING ARM CHAIR

use in and around the home, in the clubhouse, on the veranda or balcony; in fact, anywhere a comfortable, portable chair can be used.

In order that foreign buyers can become acquainted with this popular line, the company has prepared a special sample introductory offer. This offer contains seventeen different items and includes the best selling items.

To further stimulate interest in its line of folding furniture the company inaugurated a world-wide window or sales display contest. To enter

FOLDING ROCKER

this contest, all one need do is send a photograph of his display of folding furniture and allied lines, which will be judged as to sales value by a committee of disinterested window trim experts.

Further information and details of both of these propositions will be gladly furnished by the Gold Medal Company.

The accompanying illustrations show the company's No. 35 folding arm chair with colored cover, the new No. 40 Companion chair and the new No. 41 rocker. These are the articles which were especially well liked and bought at the Chicago Furniture Mart from the moment they were shown.

## A SCIENTIFICALLY CONSTRUCTED TABLE TOP

The table shown here has a top which has been constructed only after long-time and careful experiments. The certain features in this top are covered by patents in the United States and foreign countries, and are held by the manufacturers, the Gunn Furniture Company, of Grand Rapids, Mich. The table's feature—the inlaid "Lino" surface—makes it quiet, sanitary and at the same time decorative. They are used extensively in dining places, and club rooms, and are prized in these places for the absence of clatter and noise and the avoidance of breakage of dishes.

These tables are clean and sanitary because stains are easily removed by merely wiping with a damp cloth. For a thorough cleaning, only neutral soap and water are required. The soft, dull shades of "Lino" are quiet and restful and add to the beauty of a cafeteria, in which places

GUNN "LINO" TABLE

they are extensively used. For use in clubs they not only provide an excellent dining surface but are equally desirable for card playing and for other general uses.

"Lino" tables are well made. The legs are bolted to corner braces tenoned into the frame, which assures an unusually strong and rigid construction. The bolted leg feature permits "knock-down" shipment, making for low freight costs.

The top of the table shown is 60 by 30 inches and the approximate shipping weight is 70 pounds. It has a three-quarter inch "Lino" top and comes in plain green or brown. The company makes this table to order with a one-and-a-half-inch "Lino" top and in special sizes.

## A COMFORTABLE CHAIR FOR THEATRE OR SCHOOL

Herewith is illustrated what appears to be a chair more than ordinarily comfortable for use in public places. The makers, the E. H. Stafford Manufacturing Company, have been in the business of making chairs for public use for about forty years, as well as office furniture. With this long experience the company has developed chairs that combine ease with appearance and sturdiness. According to the company, it has always been particular as to quality, to which it attributes its success. By reason of its policy it has been able to make successful connection over all of Latin America, and during the present year its operation will be extended through Asia and possibly Europe.

SPECIAL CHAIR FOR THEATRE OR SCHOOL

The company quite recently brought out a line of steel folding chairs for which it claims considerable success, with prospects for a greatly increased business. An active campaign will be pushed in Latin America, Asia and Europe for the sale of the folding style of chair.

## CANADIAN TRADE INDEX LISTS ARTICLES MADE IN CANADA

A special feature of the 1928 edition of the Canadian Trade Index is a 54-page export section provided by the Department of Trade and Commerce of the Dominion Government. The main object of this publication, now issued for the fourth time, is to provide buyers of Canadian goods, in whatever country they may be, with a dependable list of goods made in Canada and the names of the manufacturers.

From a small handbook published irregularly many years ago and in many different forms there has grown a volume of 885 pages. As it is the only book published in Canada showing manufacturers and their goods in condensed and complete form, it is used for many other commercial and governmental purposes. For instance, it is used steadily by the Customs Division of the Government. The listings are said to have proved to be of great service from year to year in enabling manufacturers and merchants to find adequate sources of supply of Canadian-made materials and manufacturers.

## PRINTED COTTONS POPULAR

Popularity of printed cottons for sports coats and much use of all-white or plain shade fabrics for sports frocks were noted by Martha E. Dodson, fashion adviser of Pacific Mills, in a tour of the Southern resorts. Miss Dodson, who recently returned to New York, attended the Pan-American Conference at Havana, Cuba, and included a stay at Palm Beach in her itinerary.

"The smartest summer coats seen in Havana and on the Breaker's Beach were printed cottons," said Miss Dodson. "One needn't be particularly interested personally in cottons to sense the fact that cotton is the medium best suited to the light weight beach and sports topcoat. The crispness of the material is all in its favor.

"The coats seen were well tailored and held their lines better than anything else used for similar wear. Such costumes as that worn by a tall, lovely, extremely smart young woman who was staying with her husband and two children in Whitehall, were particularly chic:—a brown and yellow knitted bathing suit, with the jumper yellow, the knickers brown and all topped by a cotton coat with a brown and yellow leaf design on a yellow ground.

"In Havana, one of the prettiest cotton coats was a fairly large leaf and flower Persian design on a yellow ground, and there were others equally outstanding. These cotton coats were worn over silk crepe frocks, and bathing suits of knitted wool or of silk. As to length, the coat is usually a finger length shorter than the frock.

"The all-white frock registered noticeably at the Jockey Club, in the grandstand at the races in Havana, and about town, and also in Palm Beach. Often it was trimmed with a bright color—flame red, Napoleon blue, or bright yellow.

"If one may judge by what smart women wear, plain color and prints are equally in favor, about one half of the women seen being in plain colors and about half in prints. It would seem as though contrasting effects in frocks were definitely out—the new dress being entirely of the print, with or without trimming, or of a plain color in one or more tones of the same shade.

"The tri-color costume was among the smartest seen and, in this, a basic color was used with two other shades for trimming or as an intrinsic part of the costume. One exceedingly good looking frock had a soft flesh jumper, a slightly deeper harmonizing rose skirt, and a long still deeper rose topcoat. Around Palm Beach, the tri-color effect was also seen in shades of blue, of green, and of yellow.

"In colors, yellow registers newest in favor and is very smart. I should think that it would be generally accepted, for this season there is a yellow becoming to every woman regardless of her complexion. Four distinct yellows registered—buff, chamois, maize and buttercup, the first being the best. The most delightful versions had matching yellow or dark brown hats.

"Often the only variation from yellow in the costume was in the brown of the shoes, the hosiery being a natural shade that tones in.

"Other colors perhaps quite as prominent as yellow were blue in about all of the shades from powder and periwinkle to Napoleon, with about three shades of Napoleon blue the best; red, appearing mostly in flaming hue but everything from this shade to bright rose being seen; and the greens seemed to be as popular as the blues and reds, with the apple shades most liked. Some Nile and some emerald were worn, but the shades with the yellow tones prevailed."

"In the Whitehall gardens around Palm Beach, children's frocks for play and dress were cotton. Charming little ensembles with frocks and hats matching were seen. They were in those delightfully correct English tailored styles and little French hand-work types. Sheer batistes and dimities in dainty designs were the favorites."

## ATTRACTIVE RAINCOATS FOR MEN AND WOMEN

The illustration herewith shows an attractive raincoat manufactured by the Badger Raincoat Company, called the Model 8. The raincoat of today is not the unsightly garment of years agone. Up and going manufacturers and designers of this article of apparel have kept pace with the tendency to improvement in other lines, and the coats put out by the Badger Company appear to have an abundance of smartness and durability.

The material's shades are tan, green, gray and brown heather, and each has an attractive plaid lining. The company uses its own process in rainproofing, said to be of an especially high grade.

AN ATTRACTIVE RAINCOAT

The coat shown is made in a man's snappy model. It has set-in sleeves, convertible collar, belt and slash pockets. All the seams are hand cemented and strapped, thus insuring the coat against leakage.

Sizes in these coats range from 34 to 46 and the length is 45 inches.

Men and women with an eye to dress appearance are turning more and more to the raincoat, now that it has become a really well-looking garment. In large degree the modern coat such as pictured here has been instrumental in preventing dread of rainy weather, for now the fastidious person can brave the elements and still be nattily appearing.

## "THE HEADWEAR HIT OF THE AGE"

That is the slogan which the Reliable Knitting Works has adopted for use in its publicity campaign for what the company calls the "Reliable Aero-Cap." As noted in the illustrations picturing this cap, it can be worn "up" or "down," depending on the weather. It is made of duPont guaranteed long-wearing Fabrikoid or of genuine leather. It has a warm, soft-brushed lining and elastic knitted earlaps. The Fabrikoid material comes in black, brown and a variety of pleasing colors. Sizes come in all ages from three years up, including adults.

The makers have only recently sent out a large number of samples of these caps to foreign countries with the idea of ascertaining the possibilities in marketing them in these countries. In the United States it is said by the company to be the biggest selling item of its kind ever produced and

"RELIABLE" AERO-CAP

that it has proved to be very popular with children of all ages as well as with men.

The knitted earlap is said to be extremely warm and comfortable. Notwithstanding its ruggedness it has the advntage of permitting the hearer to hear well. It is not excessively warm, as is the case, for instance, with the sheep-lined helmets worn by aviators.

The du-Pont Fabrikoid has been thoroughly tested in the duPont laboratories, according to the company, and by the duPont company has been guaranteed to be waterproof and weatherproof.

This cap was only patented in August, 1927, but the success it has already met with has warranted the makers in concentrating on an extensive selling campaign.

## OF INTEREST TO WOMEN

Illustrated here are two products of large appeal to women in these days when form's the thing and femininity pays as much attention to their underthings as they do to their outer apparel.

LONG-LINE BACK-HOOK BRASSIERE

The long-line back-hook brassiere shown is of double embroidered net and is designed for the average to full figure. "V" sections of elastic over each hip allow for adjustment to the figure, assuring perfect fit. It is daintily trimmed with rosebud clusters. The sizes are 32 to 38.

The bandeau shown is a side-hook model of pink crepe satin, into which a beautiful cream-colored lace medallion has been worked. It is daintily edged on top with narrow lace to match and has two-tone shoulder straps. Sizes come 30 to 40.

The wise woman—and what woman isn't wise—requires both beauty and durability in her intimate apparel. The wise manufacturer recognizes this fact and learns to please both ways. This is said to be the accomplishment of the Kabo Corset Company, makers of the two products described here.

# Miscellaneous

## THE WHIZZER—IT ALWAYS CHOOSES TO RUN!

That's what the North & Judd Manufacturing Company, of New Britain, Conn., say about their Whizzer herewith illustrated, which, as its appearance indicates, is strong, rugged and durable. It is made heavy to withstand long service. Because of this heavy construction it takes a course opposite to that of the President of the United States. It is furnished in nickel or oxide plate and in black or brown tape.

THE "WHIZZER"

For the convenience of the trade the North & Judd Company maintains branch offices at the following places: New York, the Marbridge Building, 1328 Broadway; Chicago, 844 Rush Street; Detroit, 6070 Woodward Avenue; St. Louis, 608 Victoria Building; San Francisco, Postal Telegraph Building, and Toronto, 631 Bank of Hamilton Building.

## QUALITY MAT, MOUNT AND "SHO-CARD" BOARD

Elsewhere in this issue will be found an advertisement of the Hurlock Bros. Company, Inc., of Philadelphia, Pa., U. S. A. It will prove of interest to many readers—as it presents for their attention a magnificent line of Card Boards, which has done much for the Artists, Architects, Sign Artists and Art Students in the United States.

Perhaps in no country in the world has the printed word and all that pertains to it made such rapid strides and in which so much money is spent, than in the United States of America. One may naturally assume that the manufacturers of supplies have kept pace with the Artists' Fraternity.

Messrs. Hurlock Bros. Company, Inc., of Philadelphia, established in 1902, have been in the forefront as originators from a comparatively small beginning—their factories have increased in size and importance, and their manufactured output is in demand because of excellence from one end of the country to the other, including Canada and many parts of South America, Europe and countries in the Far East.

Their Mat and Mount Board products are well known for their superior quality, being supplied to the best class of art and framing shops for complete satisfaction, and this class of trade, principally in the United States, will have no other to be used in connection with their needs for framing and mounting of pictures, etc.

Sho-Card Board is one of their marvelous products, celebrated for its velvety, dull-finish surface, and twenty-eight magnificent colors. Sho-Card Board is in use by sign artists everywhere, and will be found in the largest department stores and stores generally; in front of moving picture houses, and a multitude of other places, as sign cards.

Whoever visits the United States will be impressed with the immenseness of the buildings, and the great number of them—the factories and institutions are enormous, while the building program continues to grow in leaps and bounds, which brings to mind that architects and builde.s are generously employed and a quantity of th Hurlock Illustrating and Drawing Board that is used staggers belief.

The Trade Mark of this great manufacturing firm is the "Royal Crest" which is stamped on the back of all the Hurlock Brothers products. This is done as a safeguard to the user and this trade mark will be found on Sho-Card Board, Poster-Coat Boards, Pla-Card Boards, Litho. Blanks, Mat and Mount Boards, and Illustrating and Drawing Boards.

Of course, they have imitators, all great products have, but as the demand for the Royal Crest Products is ever in the ascendency, it will be known at once that the users are insisting upon the genuine article and refusing the imitation.

Those who have occasion to use any of the Royal Crest Products may write to Hurlock Bros. Company, Inc., of Philadelphia, for samples and prices—and, should this lead to a business transaction with them, the very best may be expected in service, which, of course, includes quality of product.

## HIGGINS' ETERNAL INK ADVISED FOR PERMANENT RECORDS AND CORRESPONDENCE

Chas. M. Higgins & Co., 271 Ninth Street, Brooklyn, N. Y., report that their Eternal Ink is enjoying great popularity with business firms and individuals throughout the world.

Higgins' Eternal is a jet black, carbon writing ink which dries quickly and never fades. It may be used either with steel pens or in fountain pens with equal facility. Since it is a carbon ink having its color self contained as in paints, neither chemicals, the action of light nor the other elements can change it. When used on semi-absorbent paper with just enough finish to permit easy writing Higgins' Eternal Ink cannot be removed except by digging into the fibres and destroying the paper itself.

HIGGINS' ETERNAL INK

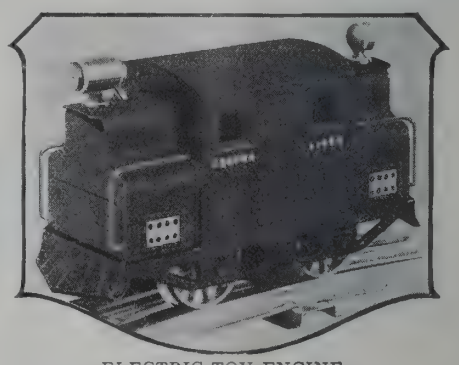
This quality of permanency makes Eternal Ink an ideal fluid for writing checks, and signatures on important papers, for accounting and other record use and for general writing as well. Since only plain black is recognized as correct for social correspondence, Eternal Ink is also widely used for formal announcements, invitations and meticulously correct personal correspondence.

The company states that Eternal Ink is becoming increasingly popular with dealers and the general public because of its evident quality at a most reasonable price. It is sold in two ounce, half pint, pint and quart bottles for all purchasers.

The manufacturers have recently issued an interesting leaflet describing Eternal Ink in detail and will be glad to send a copy to anyone requesting it.

## HERE IS ONLY DEMOUNTABLE ELECTRIC TOY ENGINE

A real electric toy engine that goes lickety-split along small shiny rails over bridges, through tunnels and across vast bodies of water, whose size is limited only by a mental attitude and the room, is being manufactured by the Dorfan Company, builders of electric toy trains. Dorfan Loco-Builder electric engines are the only ones in the world that you may take apart, piece by piece and put together again. Think of the chance the small boy gets to study mechanics and electricity. Even the motor of these new Dorfan Engines may be taken apart. Some of them have been taken apart two hundred times by the curious youngsters who try to find out what makes them go. The educational feature of this toy which teaches the boy the basic principle of electricity is valuable. Aside from giving the youngster the opportunity of seeing the train run around the track, the fact that he can take it apart and put it together again, appeals to him in no small measure. Taking this engine apart practically eliminates repair troubles for the dealer. In case the boy has some trouble with it he may either take it apart himself and remedy the cause or he can take it to any local electrician who can easily make repairs. These engines come in several types and sizes and are reasonably priced. The Dorfan Company will have ready for the 1927 Christmas a brilliant line of Dorfan electric trains with the new Dorfan Loco-Builder engines, mechanical train sets and wonderful new accessories.



ELECTRIC TOY ENGINE

## WHITTEMORE BROTHERS CORPORATION—CLEANALL

The great variety of shoes in fabric, buck, ooze, and suede, has led Whittemore Bros. Corp. to put Cleanall on the market as the great success for cleaning silk, satin, velvet, cloth, wearing apparel, footwear, auto interiors and house furnishings.

It is an instant spot remover, will take out grease, tar, gum, and all dirt spots like lightning—excellent to clean and revive upholstery of automobiles—and is a perfectly safe cleaner to use. As safe as water. It will not burn.

Cleans all kinds of white leather shoes and slippers. Will not injure the most delicate fabric, nor soil the hands.

Cleanall dries instantly and leaves no odor.

It comes in a bottle of convenient size in handsome carton with cleaning cloth and full directions for use.

Order through your import house.

For further information respecting their polishes apply to Whittemore Bros. Corp., No. 84 Albany Street, Cambridge (Boston), Mass., U. S. A.

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AUCKLAND, N. Z. .....SOUTHERN CROSS BUILDING
CAPE TOWN, SO. AFRICA ..BENSON HOUSE, 57 LONG STREET
JOHANNESBURG, SOUTH AFRICA...CHUDLEIGH'S BUILDING
MANILA .....PHILIPPINE ISLANDS

NEW YORK, U. S. A., MARCH 16, 1928

THE EXPORTERS AND IMPORTERS JOURNAL is devoted to the interests of *Exporters* and *Importers*, and to the introduction of American manufactures in foreign markets.

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### All Aboard for Houston, Texas

James A. Farrell, Chairman, National Foreign Trade Counsel, in his call for the Fifteenth National Foreign Trade Convention, to be held at Houston, Texas, April 25th to April 27th, comments as follows:

"The steady growth of the foreign trade of the United States in the last decade is a gratifying evidence of the success which American producers and traders have secured through study of the many phases of international commerce. It is as essential to be successful in merchandising as it is to be skillful in production.

"In 1927 the volume of our foreign trade amounting to 113,500,000 tons, was the largest in our history. It comprised over 71,000,000 tons in exports and a little less than 42,500,000 tons in imports.

"The increase in our trade with Latin America is particularly noteworthy. That trade, in imports and exports, now amounts to close to $2,000,000,000 or almost one-quarter of our total trade with the world. Its extension has been made possible by a steadily rising standard of merchandising on the part of those engaged in it, and its continued and permanent growth is assured.

"Each year brings its own circumstances, discloses new problems, sets new precedents.

"To give special attention and careful study to some of these questions the National Foreign Trade Council will hold the Fifteenth National Foreign Trade Convention in Houston, Texas, on Wednesday, Thursday and Friday, April 25-26-27, 1928.

"All those who are interested in the development of foreign trade as a factor of national prosperity, whether in agriculture, commerce, education, industry, finance or transportation, all Chambers of Commerce, boards of trade, national and state associations and other industrial and commercial organizations, as well as firms and individuals, engaged in foreign trade, are cordially invited to participate.

"Your cooperation toward making this Convention a success and toward giving it the representation of every section of the country and every factor of international commerce, and thus making its service nation-wide, is earnestly invited."

"Greater Prosperity through Greater Foreign Trade," is the slogan of the Council, and a slogan of equal importance might be "Greater Prosperity through Greater Import and Export Trade." Reciprocal business tends to greater prosperity wherever introduced.

From present indications it will be well worth while for exporters and importers, manufacturers, merchants, shippers and all interested in the development of business, the one country with another, to attend this important gathering of business men the world over.

The most striking advance American trade has made in recent years has been in Latin America. There will be speakers from South of the Rio Grande who will present some new things to think about and do. There will also be the finest and most comprehensive expert presentation of Export Merchandising ever presented in one meeting—the speakers will be all men of proved experience.

It is all very well to be world leaders in production, but what is the use of producing if the products be not sold.

To create and maintain a market is the Science of Exporting. Attend the Convention at Houston and find out how well this is being done. The "best ever" should be the results obtained at the Fifteenth National Foreign Trade Convention.

### The New French Tariff

American products fared reasonably well under the recent tariff agreement between France and the United States, even though there are instances where the new minimum is higher than was the old. The most-favored-nation treatment applies to 471 items of American importation, which makes it possible for American business men in France to compete favorably with certain European competitors. Fully $500,000 worth of American goods had been piling up in French ports awaiting the outcome of the tariff negotiations and some $1,500,000 worth was being held in the United States in readiness for shipment to France as soon as favorable word was received.

The new tariff agreement is of a temporary nature and it is possible that a more permanent treaty may not be signed before 1929. In the meantime, however, it is felt that under the temporary arrangement American business can run along smoothly enough. During the two and a half months prior to the signing of the treaty it is estimated in American business circles that the loss to American importers would exceed $250,000. It remains to be seen what proportion of business has been lost to American interests because of the activity of European producers during the period when American goods could not be profitably distributed in France. At the time of the signing of the new agreement it was considered in Paris to be certain that much of the normal American trade had been at least temporarily diverted to Germany and Great Britain. This was because that on September 6 the operation of the Franco-German treaty automatically quadruped the duty on American products. The new treaty is designed to remedy that handicap.

Under the temporary regime Germany will continue to have certain advantages over the United States, but these are not regarded as vital. Much is made by the French of the point that on 471 important items of import—nearly half of all the manufactured items imported from the United States—most-favored-nation treatment has been granted. The new tariff will not be retroactive. Those importers who were forced to bring in goods while the excessive duties were effective hoped for a refund, but were disappointed. The amount, however, is relatively small.

A perusal of the 100-page document submitted to the Chamber of Deputies, covering the tariff measure, showed that American exports, with one exception, may be said to have fared with a minimum of discomfiture. The exception is foodstuffs. This hits hard in some spots, inasmuch as a quite considerable business has been built up by American firms during the last five or more years. It is said that Premier Poincaré was forced to concede to the agricultural interest of his own country, who were clamoring for protection. Italy appears to be more of a sufferer in this respect than is the United States.

The tariff on farm machines was cut. Two concessions were made by France, which means a large saving to American exporters of such machinery. The first concession relates to American tractors and the second to all other kinds of farm implements, which are exported to France to the amount of more than 50,000,000 francs yearly. In respect to these, American exporters consider the concession important.

American shoe and glove manufacturers are hit by the new tariff. The tariff on wheat and meats was increased. When this was written the French Chamber of Deputies was still wrestling with a number of items and the full text of the new tariff had not been made public. The tariff on automobiles had not yet been agreed on. In connection with this, it is said that Americans expect to export a million cars to Europe and the Continent by 1930.

On the whole, American business interests in France are greatly relieved over the provisions of the bill as revealed. It must be borne in mind that this bill was presented by Premier Poincaré to the Chamber of Deputies for their approval or disapproval, and thus at the outset was of a tentative character. As said, discussions are still going on. Here and there the duty will be made higher than proposed in the bill—perhaps here and there they may be lower. Nothing definite can be known until the Deputies finish their labors. But there seems to be no great fear at the time this is written but that the tariff will be satisfactory to the majority of American exporters.

### The International Exposition at Seville

One of the handicaps under which the American exporter labors in the Spanish and Spanish American field is the lack of knowledge concerning the United States, says a report from Commissioner General Thomas E. Campbell, who is now in Seville, Spain, to supervise the erection of three pavilions at a cost of $300,000 which will be this country's part in the Ibero-American Exposition which opens next October. As the exposition will be visited by the most prominent Spanish and Spanish-American business men, the United States buildings will afford an opportunity of studying American methods and customs not possible in any other way, the report states.

The name Ibero-American was adopted by the exposition authorities so that it would include Spain and Portugal and those countries in the Western Hemisphere which were the scene of early colonization by Spain and Portugal following the discoveries of Columbus, Magellan and others. Proposed first in 1910, halted by the World War, millions of dollars have been spent to make this exposition one of the most beautiful ever held. Seville is noted for its Moorish architecture and semi-tropical parks. The exposition grounds, on the banks of the Guadalquiver River, have been under extensive cultivation for years and many magnificent exposition buildings have already been completed.

As a tribute to Spanish colonization in Florida, California and the Valley of the Rio Grande, the United States pavilions will be of the Spanish Colonial type of architecture. One of these pavilions is to be the permanent home of the United States Consulate and will also have a wing

devoted to a library and reading room for United States students attending the international university which is to occupy the permanent buildings of the exposition when the exposition closes in June next year.

John M. Denison, of Baltimore, Md., is secretary of the commission. The commission is making extensive plans for a comprehensive display of exhibits showing the activities of the United States Government, especially in agricultural and scientific endeavor. Private commercial exhibits will be housed in special exposition buildings set aside for that purpose.

Countries which have already declared their intention of participating in the exposition are Spain, Portugal, Argentina, Bolivia, Brazil, Mexico, Peru, Chile, Colombia, Costa Rica, Cuba, Equador, Guatamala, Panama, Paraguay, Philippine Islands, Porto Rico, Salvador, Uruguay, Venezuela and Dominion Republic.

### The Foreign Trade Club of California

The Foreign Trade Club of California, at a recent meeting in San Francisco, outlined plans for expanded activity for the coming year and elected officers to direct the program. William G. Marvin was elected president.

Marvin is widely known as a member of the firm of Marvin & Bergh, international lawyers, with offices in the main cities of the world. He is managing director of the American Manufacturers' Foreign Credit Insurance Exchange, with a membership made up of leading manufacturers in the United States conducting an export business. Among his various world trade activities, Marvin is General Counsel of the American Chamber of Commerce in London; American Counsel of the American Chamber of Commerce in Germany and also of that in Cuba; and he has served as president of the American-Russian Chamber of Commerce, New York. He is chairman of the Hague Rules Committee of the International Law Association. Recently he attended the International Disarmament Conference in Geneva, Switzerland, and he also attended at Havana, Cuba, the Pan-American Conference, in the official capacity of Counsel of the Caribbean Section. Marvin is author of the book: "The Defensive Side of Banking" and many articles in magazines and brochures on world trade.

At the recent meeting of the Foreign Trade Club, Charles L. Wheeler, of the McCormick Steamship Co., was elected first vice-president; H. M. Huff, of the United Fruit Co., second vice-president, and Wesley O. Ash, of the U. S. Bureau of Foreign and Domestic Commerce, third vice-president. William D'Egilbert is managing director. The membership of the club is now more than 500, and it is planned to increase the membership to at least double that number during 1928.

### Is the Bureau of Standards Seeking Control of All Gages and Micrometers?

William E. Bullock, Secretary of American Institute of Weights and Measures, refers to Bill (H. R. 7208) as follows:

"A Bill (H. R. 7208) to empower the Bureau of Standards to approve or disapprove all weighing and measuring devices or mechanisms used in the country is in the hands of the House Committee on Coinage, Weights and Measures. The Bill is apparently being put forward by scale manufacturers and by local weights and measures officials, and is perhaps intended to apply to a weighing scales and similar apparatus. But there is nothing in the Bill which excludes mechanics rules, micrometers, gages, boiler pressure or blood pressure gages, radio battery testers, automobile speedometers, gasoline gages, tailors' measures, electric meters, gas meters, water meters, taximeters, pedometers, exposure meters, protractors, ship sounding apparatus, calorimters, pyrometers, hydrometers, hygrometers, and wave meters, or in fact which specifically excludes anything at all. For that reason the American Institute of Weights and Measures, 115 Broadway, New York, an independent organization having a wide membership of manufacturers and distributers, recommends that everyone using any nature of measuring device takes steps to inform himself regarding the provisions of this Bill, and seek information from Washington, as to the time and place of hearings. No one disputes the ambitions of the officials of the Bureau of Standards to prevent fraudulent application of the weights and measures standards in universal use throughout the country, but everyone is interested in what the Bureau has in mind in seeking authority to police every conceivable kind of device we use for producing articles dimensioned in terms of the standards of weight and measure."

### Footwear

American shoe manufacturers last year made more boots and shoes than in any year since 1923. To the domestic production of 343,000,000 pairs were added 3,000,000 pairs of shoes from abroad but 8,000,000 pairs made here were sold abroad, leaving only enough shoes to supply every man, woman and child in this country with 2.85 pairs during the year. Actually there was no such even distribution, beloved of the statistician. Men's shoes amounted to but a quarter of the total, women's shoes to a third. Boys' shoes were 7 per cent of the total, girls' 11 per cent. Every twelfth shoe made was a slipper, built for hours of ease and relaxation by the fireside. One in every fourteen was an infant's shoe, built to kick against the side of the crib in defiance of the world.

If women seem to be getting more than their fair share of shoes, it may be a temporary situation. Two years ago the proportions were reversed: one-quarter of the shoes made were women's shoes, one-third men's. Of the imports last year women's shoes constituted the greater part, more than half of them coming from Czechoslovakia and about a third of them from France and Switzerland together. The imports of women's shoes from Czechoslovakia provide an interesting example of how trade can be build up. In 1923 435 pairs were brought into the United States; in 1924 7,463 pairs; in 1925 34,871 pairs; in 1926 129,293 pairs, and in 1927 547,998. Just as the imports from Czechoslovakia and France were predominantly of women's shoes, so imports from England ran chiefly to men's shoes.—N. Y. *Sun.*

### FIRE ENGINES AND FARMS

The fire engine, long associated with crowded city streets, like many other things of metropolitan origin, has taken to the open country. This is due to the realization that farm fires cost agriculture, in the aggregate, approximately $150,000,000 a year and to the fact that by increasing the mobility of the fire engine a way has been found of putting many of these fires out.

"The rural fire department," the Agricultural Committee reported to the National Fire Waste Council, meeting under the auspices of the Chamber of Commerce of the United States, "is a proven success. Where such a department is in operation large losses have been prevented and sweeping fires which would otherwise have destroyed large farm values where closely grouped, have been effectively checked."

### AMERICA'S COTTON INDUSTRY

*(Continued from page 15)*

1892. It is estimated that it cost the country $25,000,000 a year, and the boll worm about $12,500,000 yearly. Experts of the United States Department of Agriculture are devoting their energies to various methods of combatting the pest, yet no sure cure has as yet been announced.

The part the weevil may play in the cotton market was well illustrated in the late summer of 1927, when excessive activity on the part of the busy little insect changed somewhat the situation in cotton textile manufacture. The industry, which had been steadily improving each month, aided by the lower price in raw cotton, suddenly found itself facing the prospect of a cotton crop 5,000,000 bales smaller than the year previous. The governmental report estimated the crop at about 12,692,000 bales, as compared with the record supply of 17,977,000 bales in 1926, and this estimate resulted in an increase of nearly 100 per cent in the price for raw cotton. Whether the textile mills can make the necessary increase in the price for cotton goods and still hold the market in face of the serious competition of artificial silks, etc., only time can tell.

The cotton crop starts to move to market as soon as it is ginned and packed in 500-pound bales. There are in the United States some 23,000 ginneries, each active gin producing an average of 526 bales of cotton. The Whitney gin of the old days has been improved beyond the dreams of its inventor. He boasted that one man could do as much with his machine as ten men without it. To-day's gin averages about five bales a day—a quantity which the negro of old would find difficult to turn out in a year.

As the downy lint, pulled from the tenacious seeds, rolls into the receiving bin of the gin, the huge compressors are put to work. The coarse jute bagging is on hand, and the steel straps spread out. The gin balers turn out a bale about 28 x 56 x 42 inches, weighing about 500 pounds, including 20 pounds of bagging and straps. The cotton in being separated from its seeds, has lost about two-thirds of its weight.

It is a titantic task to move the bales from the ginneries of the land to the export ports and mills. Take the 1927 crop for instance. It will require a total of 120,000 freight cars to handle the crop. Millions of bales for export go to the great shipping ports, from Galveston all the way around to New York and Boston, whence steamers carry the raw cotton to Japan, England, and to nearly all the nations of Europe, also to China and India, where the cotton mills of these countries convert the raw cotton into cloths for their people.

### NEW HOME OF THE EQUITABLE TRUST COMPANY OF NEW YORK

*(Continued from page 12)*

lieved with heavily decorated Italian oak beams separated by panels. Its towering walls and octagonal piers are of stone, the whole blending in a rich and subtly subdued harmony of color. The floor adds to the ensemble a pleasing note of warm color, being large copper red Welsh tiles with stone borders. The large windows opening on Broad Street and Exchange Place are at once protected and enriched with a mesh work of wrought iron rings which brings these windows in harmony with the exquisite wrough iron work of the grilles, chandeliers and gates. In the rear of the main corridor on the ground floor and first story are stone corridors from which private elevators serve the floors, occupied by the various departments of the trust company.

The building is equipped with 28 passenger elevators, 24 of which are of the high speed automatic push button type. Sixteen passenger elevators will serve all floors above the twelfth. In addition there are two freight elevators. Practically noiseless operation of elevators has been achieved, and special attention has been given to the matter of safety devices, etc.

Trowbridge and Livingston are the architects; Thompson, Starrett Company, the builders; and Cruikshank Company, the renting agents.

THE tendency towards firmer money, which was apparent in January and continued into February, resulted in rates reaching a level generally equal to or above the rates prevailing one year ago. In view of these conditions, it is evident that the ease in money rates which prevailed last autumn has passed. An analysis of the demand for and supply of reserve funds presents important changes from the situation of a year ago.

Following a temporary rally early in February, stock prices in the third week of the month showed the largest decline since last October. During this reaction representative industrial stock averages declined about five points and railroad averages at least two points. In the foreign list price movements were similar—a large number of active issues establishing new high points in the first half of the month, but subsequently easing slightly. Liberty Loan bonds showed but minor fluctuations and the four long term Treasury issues recovered about one-half of the loss sustained in the last half of January, but were still quoted at prices from half to one point below the high levels of the first week of January.

During the month of February a fairly large volume of new securities was placed on the market. The total was somewhat larger than for January, but offerings continued to be below last year's volume and the total amount of new financing for the first two months of this year was about $250,000,000, or 14 per cent smaller than in the corresponding period last year. The month was also featured by a number of stock issues of industrial and public utility companies, the total of which was about $85,000,000. Foreign financing during the past month represented largely the refunding at lower coupon rates of bond issues floated several years ago and carrying 6½ to 8 per cent coupons. Among these refunding issues were three large South American issues, a Republic of Finland issue and a French railroad issue.

### GENERAL BUSINESS CONDITIONS

Reports received in reference to trade and industry show that business made further progress during the month of February, but the situation continues marked by irregularity and prospects for the future continue confused. A number of important lines of industry, such as iron and steel and automobile manufacturing have had a substantial recovery from the December-January low point, but taking business as a whole the gains have not been broad enough to carry general conviction and a prevalent attitude continues one of uncertainty as to how much of the recent improvement can be counted on as permanent.

Notwithstanding that tangible evidences of recovery are not as definite as was hoped for two months ago, re-examination of basic factors fails to reveal any fundamental reason why at least an average amount of good business during the year should not prevail. It is true that certain psychological factors exist which may have an influence on the trend of the future. The fact of its being a presidential year, with the usual political investigations of business and charges, as well as counter charges about prosperity, have a tendency to keep business in a state of uncertainty and may be a restraining factor though no seriously disturbing economic issues hang upon the election. All things considered, there seems no reason why business should look forward to the balance of the year with apprehension. Taken as a whole there are no burdensome inventories to be worked off before business can go ahead as inventories generally have been allowed to run down to a point where some stocking up would seem to be in order. Money conditions continue easy with an abundance of funds seeking investment and such conditions are favorable to enterprise paving the way for projects whose carrying forward involves both employment of labor and consumption of materials; in other words provides a ground work for general business recovery.

### MONEY AND BANKING

During the month of February nine Federal reserve banks, including the Federal Reserve Bank of New York, established re-discount rates at 4 per cent as compared with 3½ per cent previously prevailing. With the central bank rates at higher levels, open market rates have naturally tended to be firmer. Advances have been moderate in character and bankers acceptances are somewhat lower, with commercial paper no higher than a year ago.

In view of the moderate character of commercial demand and absence of any speculative tendencies in commodities, the advance in rates by the Reserve bank has been interpretative rather as a gesture of warning against too free employment of credit in the stock market. As a result stock prices have undergone considerable decline and the volume of brokerage loans, which on February 8 reached a peak of $3,835,000,000, declined in the succeeding two weeks by something over $100,000,000.

A factor to be taken into consideration is the substantial surplus of funds above ordinary commercial requirements that has been seeking investment. Due apparently to slow business conditions, currency requirements for pay roll and other purposes have dropped more than $150,000,000 lower than a year ago; money thus released from circulation has tended to increase member bank reserve balances at the Reserve bank, enlarging the basis of credit and providing new competition for investment.

### THE BOND MARKET

The bond market for the month of February displayed inherent strength in the face of a general advance of Federal Reserve rediscount rates and a resultant decline in stock market prices, both of which incidents might have been expected to exert unfavorable influence on security prices generally. The volume of trading was considerably curtailed but recessions in high grade issues were negligent. It was noted that several convertible issues, which had been bid up concurrently with the rise of the stock into which the bonds are convertible, were active on the down side of the market in sympathy with the decline in stock values. There were also a few rather wide declines in the general list, but these were due to adverse conditions within individual companies rather than to factors influencing the list as a whole.

Syndicates on desirable new issues have been almost uniformally successful in finding placement for offerings, indicating that supply of funds available for long term investment is undiminished and that the confidence of buyers remains unshaken by the course of events. Insurance company, saving bank and other institutional funds, which have backed up during recent weeks, are again pressing more heavily for an outlet. Many able students of investment values and bond market trends are of the belief that prices for high grade investment can easily advance to higher levels. There is apparently little cause for concern over the future for fixed interest securities.

The United States government bond market is temporarily marking time, pending publication of terms on forthcoming financing by the Secretary of the Treasury. Dispatches from Washington indicate that the Treasury Department has modified its previously announced policy for the early retirement of circulation bonds and that the Panama 2s will be allowed to continue outstanding until the maturity of the Consol 2s on April 1st, 1930. The Panama 2s are subject to redemption upon any interest date and it has been expected that bonds would be redeemed before maturity of the Consol, owing to desire of the Treasury to replace as quickly as possible National Bank Notes with Federal Reserve Notes.

With regard to the Municipal market, although buying appetite of investors has abated somewhat, trading prices have shaded but slightly and the technical position of the market seems stronger than it was a month or two ago. The yield level of new offerings remains practically unchanged and the present demand is well balanced with the restricted supply, the issues in prospect not being of sufficient volume to cause any apprehension as to the ability of the market to absorb them at current levels.

### FOREIGN ISSUES

During the month of February foreign issues were generally active. Governments in particular maintained a firm trend at or close to recent levels. The foreign government group is not quickly responsive to money rates here because current yields are higher than yields on most domestic issues of comparable securities. Recent strength is attributed not alone to continued investment buying from those seeking the higher rates, but also in fair measure to political and economic progress in Europe and to the successful termination of the Pan-American Congress in Havana. In the European group, German and French issues continued notably active and higher. French 7s at 108¼ and 7½s at 116⅝ are at record levels for all time. Berlin Electric Railway 6½s reached new highs and are currently quoted at around 96½.

In the South American group Rio de Janeiro 8s of 1947, reached a new high of 110⅛ in anticipation of early redemption. Both the Province of Buenos Aires and city of Buenos Aires were active, the 7s reaching a new high of 101, as compared with a low for the year at 96⅛. All Argentine bonds continue firm around recent high levels, also government issues of several other South American Republics. Two important foreign refunding issues were announced during the month; $15,000,000 Republic of Finland External 5½s due 1958 and $41,000,000 Province of Buenos Aires External 6s, due 1961. Proceeds of the Finland issue are being applied to redemption of the governments so-called 6½ per cent "Scandinavian Loan" issued in Finnish marks in 1921. The new bonds were offered at 92½ and interest to yield 6.04 per cent to maturity and 6.22 per cent on average expectancy of redemption from sinking funds. The Finland dollar bonds first appeared in American markets in 1923, when an issue of Government 6s, due 1945, was offered to yield 6.89 per cent. Proceeds of the new Buenos Aires issue are being applied to redemption of various external loans. This issue is a direct Government obligation additionally secured by various license taxes, the Renta General portions of the commerce and industry taxes and by a lien on real estate and inheritance taxes, subject to prior charges of $5,250,000 annually. These bonds were offered at 96½ and interest to yield about 6¼ per cent.

### THE PAN-AMERICAN CONFERENCE

The Pan-American Conference, in session several weeks at Havana, closed its session with manifestation of general satisfaction over the proceedings. All delegates signed the record of proceedings, although in some instances reservations were made by way of interpretation or qualification. The real significance that all joined in this act of general approval and ratification was an expression of loyalty to the organization and of harmonious purposes. One of the most important disagreements of the Conference was over a draft of the preamble for the new constitution. Dr. Honario Pueyrredon, the Ambassador of Argentina to the United States and Chairman of the Argentine delegation in the Conference, proposed that the preamble should contain a certain declaration of the necessity of reducing excessive tariffs and removing other obstacles to the free flow of Inter American Trade. No doubt this sentiment would have much sympathetic approval in all countries, but it is obvious that trade relations between member countries of the Pan American union must be regulated by legislation in the several countries or by negotiations between said countries.

# SHIPPING NEWS

## PROPOSED SAILINGS

### NEW YORK TO AUSTRALASIA.

Line—American & Australian Steamship Line (Norton, Lilly & Co.)—Ports of call: Brisbane, Sydney, Melbourne, Adelaide, via Panama Canal.
S. S. "City of Melbourne" .....March 14
Ports of call: Auckland, Wellington, Lyttelton, Dunedin, via Panama Canal.
S. S. "Wirral" .....March 21
Ports of call: Sydney, Melbourne, Adelaide, Fremantle, via Panama Canal.
S. S. "City of Mandalay" .....March 28
Ports of call: Auckland, Wellington, Lyttelton, Dunedin, Wanganua, via Panama Canal.
S. S. "Atholl" .....April 7

### NEW YORK TO SOUTH AND WEST AFRICA.

Line—Prince Line (Furness, Withy & Co., Ltd.)—Ports of call: Cape Town, Algoa Bay, East London, Port Natal, Lourenco Marques.
S. S. "Portuguese Prince" .....April 5
Line—American South African Line, Inc.—Ports of call: Cape Town, Algoa Bay, East London, Port Natal, Lourenco Marques, Beira (South Africa and Portuguese East Africa).
S. S. "Eastern Glen" .....March 29
S. S. "Western Knight" .....April 6
S. S. "West Cawthon" .....May 31
Line—Norton, Lilly & Co.—Ports of call: Cape Town, Mossel Bay, Algoa Bay, East London, Port Natal, Lourenco Marques.
S. S. "Dromore Castle" .....March 8

### NEW YORK TO LONDON.

Line—Furness Lines (Furness, Withy & Co., Ltd.)—Port of call: London.
S. S. "London Exchange" .....March 7
S. S. "London Mariner" .....March 17
S. S. "London Corporation" .....April 7
Ports of call: Leith—Dundee.
S. S. "Incemore" .....March 13

### NEW YORK TO GOTHENBURG.

Line—Swedish American Line (Furness, Withy & Co., Ltd.)—Port of call: Gothenburg. Passenger, mail and fast freight service.
*S. S. "Drottningholm" .....March 9
*S. S. "Stockholm" .....April 4
S. S. "Gripsholm" .....April 14
*S. S. "Drottningholm" .....April 21
*S. S. "Stockholm" .....May 4
*S. S. "Gripsholm" .....May 12
**S. S. "Drottningholm" .....May 21
S. S. "Stockholm" .....June 2
S. S. "Gripsholm" .....June 9
S. S. "Drottningholm" .....June 23
S. S. "Stockholm" .....June 30
S. S. "Gripsholm" .....July 5
S. S. "Drottningholm" .....July 21
S. S. "Gripsholm" .....August 11
S. S. "Stockholm" .....August 18
S. S. "Drottningholm" .....August 25
S. S. "Gripsholm" .....September 8
S. S. "Stockholm" .....September 15
S. S. "Drottningholm" .....September 22
S. S. "Gripsholm" .....October 6
S. S. "Stockholm" .....October 13
S. S. "Drottningholm" .....October 20
S. S. "Gripsholm" .....November 3
S. S. "Stockholm" .....November 10
*S. S. "Drottningholm" .....November 24
*Calling at Halifax. **Through to Helsingfors, Finland.
Ports of call: New York to Gothenburg, Malmo, Norrkoeping, Stockholm—Freight service.
S. S. "Carlsholm" .....March 10
S. S. "Gustavsholm" .....April 15-20
S. S. "Malmen" .....May 15
S. S. "Carlsholm" .....June 10-15
Ports of call: Stockholm and Helsingfors direct—freight service.
M. S. "Hjelnaren" .....March 10
M. S. "Korsholm" .....March 17
*M. S. "Kolsnaren" .....March 27
M. S. "Maelaren" .....April 10
*Helsingfors—first port.

### NEW YORK TO FAR EAST.

Line—Prince Line (Furness, Withy & Co., Ltd.)—Ports of call: Yokohama, Kobe, Shanghai, Hong Kong, Manila, via Panama Canal.
*M. S. "Javanese Prince" .....March 24
*M. S. "Japanese Prince" .....April 20
*M. S. "Chinese Prince" .....May 16
*Sailing from Boston eight days earlier.
Line—Norton, Lilly & Co.—Ports of call: Colombo, Singapore, Manila, Hong Kong, via Suez Canal.
*S. S "City of Birmingham" .....March 9
**S. S. "City of Chester" .....March 29
Ports of call: Yokohama, Kobe, Shanghai, via Panama Canal.
***S. S. "City of Carlisle" .....March 8
***S. S. "City of Bedford" .....April 30
*Via Philadelphia. **Loads Hampton Roads before New York. ***Via Hampton Roads; also calls at Moji and Dairen.
Ports of call: Karachi, Bombay, Madras, Calcutta.
*S. S. "City of Lahore" .....March 27
*Carries first and second class passengers.
Ports of call: Jeddah, Port Sudan, Djibouti, Aden, Mombassa, Kilindini, Colombo, Madras, Rangoon, Calcutta—Accepts cargo for Tanga, Zanzibar and Dar-es-Salaam.
S. S. "City of Derby" .....March 20
Line—American & Manchurian Line (Norton, Lilly & Co.)—Ports of call: Singapore, Manila, Hong Kong, via Panama Canal.
*S. S. "City of Birmingham" .....March 8
*S. S. "City of Chester" .....March 29
*Calls at Hampton Roads prior to New York. Via Port Said and Colombo.
Ports of call: Yokohama, Kobe and Shanghai, via Panama Canal.
**S. S. "City of Carlisle" .....March 8
***S. S. "City of Bedford" .....April 30
**Via Hampton Roads. Also calls at Moji and Dairen.
***Via Hampton Roads.
Line—Isthmian Steamship Lines (Norton, Lilly & Co.)—Ports of call: Honolulu, Kahului, Yokohama, Kobe, Dairen, Shanghai.
S. S. "City of Memphis" .....March 15
Ports of call: Honolulu, Yokohama, Kobe.
A Steamer .....April 15
Ports of call: Honolulu, Manila, Iloilo, Cebu, Soerabaya, Samarang, Batavia, Singapore, via Panama Canal.
S. S. "Atlanta City" .....March 30
A Steamer .....April 30

### NEW YORK TO RIVER PLATE.

Line—Munson Steamship Lines—Ports of call: Rio de Janeiro, Santos, Montevideo, Buenos Aires—Express, passenger and freight service.
S. S. "Western World" .....March 10
S. S. "American Legion" .....March 24


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*(Carrying United States Mail)*

For CAPE TOWN, ALGOA BAY, EAST LONDON, PORT NATAL, LOURENCO MARQUES and BEIRA (SOUTH AFRICA AND PORTUGESE EAST AFRICA)

S.S. *Eastern Glen*
Sailing New York March 29th

S.S. *Western Knight*
Sailing New York April 26th

S.S. *West Cawthon*
Sailing New York May 31st

Loading Berth, Pier foot 29th Street
Brooklyn, N. Y.

*For rates, sailing dates and other particulars, apply to*

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39 Cortlandt St. New York



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Balboa, C. Z. Baltimore, Md. Mobile, Ala.
Los Angeles, Cal. Seattle, Wash. Detroit, Mich. Honolulu, T. H.

## *General Agents for the following Steamship Lines*

**AMERICAN & AUSTRALIAN LINE**
Loading Berth, Pier 2, Bush Docks
**For Brisbane, Sydney, Melbourne and Adelaide**
S.S. City of Melbourne....Mar. 14
S.S. City of Mandalay....Mar. 28
**Sydney, Melbourne, Adelaide & Freemantle**
S.S. Wirral .....
**Auckland, Wellington, Lyttelton & Dunedin**
S.S. Atholl .....April ..
Auckland, Wellington, Lyttelton, Dunedin & Wanganui

**AMERICAN & MANCHURIAN LINE**
**New York to Philippines, China and Japan**
**For Yokohama, Kobe, Moji, Dairen and Shanghai**
Loading Berth, 8th St., Hoboken
‡S.S. City of Bedford.....Apr. 30
‡Via Hampton Roads.
Calls at Moji, Dairen, Taku Bar, Chemulpo and Fusan, if sufficient inducement offers.
**For Singapore, Manila and Hong Kong**
Loading Berth, Pier 1, Bush Docks
x‡S.S. City of Chester.....Mar. 29
x Also calls Port Said and Colombo.
‡Loads Hampton Roads before New York.

**AMERICAN & INDIAN LINE**
**New York to India and Ceylon**
Steamers sail on advertised dates, full or not full
Loads Pier 1, Bush Docks, Brooklyn.
**For Karachi, Bombay, Calicut, Madras and Calcutta**
†S.S. City of Lahore.....Mar. 27
†Carries first and second class passengers.

**COLOMBO**
First port of call
‡S.S. City of Chester.....Mar. 29
‡Also calls at Port Said.

**ISTHMIAN STEAMSHIP LINE**
**New York to India**
For Hodeidah, Karachi, Bombay, Cochin, Colombo, Madras and Calcutta
S.S. Steel Age.....Sailed
**Baltimore to San Diego, Los Angeles Harbor (Wilmington) San Francisco, Portland, Seattle, Tacoma and Vancouver, B. C.**
‡S.S. Ensley City .....Mar. 8
†S.S. Hegira (via Hampton Roads) .....Mar. 17
‡S.S. Robin Adair .....Mar. 23
†S.S. Maine (via Hampton Roads) .....Mar. 31
‡S.S. Robin Gray .....Apr. 5
†For San Diego, Los Angeles, San Francisco, Oakland, Seattle and Tacoma.
‡For Los Angeles, San Francisco, Oakland, Seattle, Everett, Bellingham and Vancouver.
**Philadelphia, Boston and New York to Honolulu, Manila, Iloilo, Cebu, Soerabaya, Samarang, Batavia and Singapore**
S.S. Memphis City
From Philadelphia .....Mar. 18
From Boston .....Mar. 21
From New York.....Mar. 30
**Pacific Coast to United Kingdom**
‡S.S. Greylock ....Mar. 31-Apr. 18
‡Liverpool, London and Avonmouth.

**UNION S.S. CO. OF NEW ZEALAND**
**Passenger and Mails**
**San Francisco to New Zealand and Australian Ports, calling at Tahiti and Raratonga**
R.M.S. Tahiti .....Mar. 21
R.M.S. Makura .....Apr. 18
And every 28 days thereafter.

**ELLERMAN-BUCKNALL LINE**
**Pacific Coast to Liverpool, London and Hull**
S.S. City of Osaka.....Sailed

**PAN-PACIFIC LINE**
Puget Sound, Portland, San Francisco and Los Angeles to West Coast of South America

**NORTON LINE**
**New York to River Plate**
Loading Berth, Pier, Foot 29th Street, Brooklyn

**MONTEVIDEO—BUENOS AIRES AND ROSARIO**
S.S. Stakesby .....Mar. 14
*S.S. San Francisco .....Mar. 30
*Also calls Campana.

**U. S. & BRAZIL S. S. LINE PERNAMBUCO, RIO DE JANEIRO AND SANTOS**
S.S. Steel Exporter
From Baltimore .....Mar. 30

**AMERICAN & AFRICAN S.S. LINE**
**New York to South and East Africa**
For Cape Town, Algoa Bay, East London, Port Natal and Lourenco Marques (Delagoa Bay)
*S.S. Dromore Castle .....Mar. 8
*Also calls at Mossel Bay.

**ISTHMIAN STEAMSHIP LINE (PANAMA-FAR EAST LINE)**
From New York
**Honolulu, Yokohama, Kobe, Dairen and Shanghai**
S.S. Atlanta City.....Mar. 15
From Baltimore
**Honolulu, Yokohama, Kobe, Dairen and Shanghai**
S.S. Atlanta .....Sailed
**Gulf to From New Orleans to Honolulu, Yokohama and Kobe**
†S.S. Chattanooga City 1st half Mar.
†Via Mobile.

**SOCIETE GENERALE DE TRANSPORTS MARITIMES**
**New Orleans and Mobile to Oran, Algiers, Barcelona and Marseilles**
‡S.S. Mont Pelvoux.....Late Mar.
‡Other ports if inducements offer.

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**New York to Montevideo and Buenos Aires: New York to Port Said, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta; also New York to Cape Town, Durban and Indian Ports**

Line—Prince Line (Furness, Withy & Co., Ltd.)—Ports of call: Montevideo, Buenos Aires.
*M. S. "Brazilian Prince" .....March 21
S. S. "Sardinian Prince" .....April 11
M. S. "Castilian Prince" .....May 2
*S. S. "Corsican Prince" .....May 23
*Sailing from Boston eight days earlier.
Ports of call: Rio de Janeiro, Santos.
S. S. "African Prince" .....March 15
S. S. "Manchurian Prince" .....April 15
Line—Lamport & Holt Line (Sanderson & Son, Inc.)—Ports of call: Rio de Janeiro, Montevideo and Buenos Aires (Rosario cargo transshipped) — Passenger steamers.
S. S. "Vauban" .....March 17
S. S. "Vandyck" .....March 31
Ports of call: Rio de Janeiro, Montevideo, Buenos Aires. (Transshipment to Rosario)—Freight steamer.
S. S. "Marconi" .....March 3
Ports of call: Montevideo, Buenos Aires, Rosario—Freight steamer.
S. S. "Raphael" .....March 10
Ports of call: Rio de Janeiro, Santos, Rio Grande do Sul, La Platta, Santa Fe—Freight steamer.
S. S. "Bonheur" .....March 21
Ports of call: Montevideo, Buenos Aires, Rosario—freight steamer.
S. S. "Biela" .....March 24
Ports of call: Para, Ceara, Pernambuco, Maceio, Cabedello, Natal (Manaos and Iquitos Cargo Transshipped at Para)—Freight steamer.
S. S. "Sheridan" .....April 10
Line—Norton, Lilly & Co.—Ports of call: Montevideo, Buenos Aires, Rosario.
S. S. "Stakesby" .....March 14
*S. S. "San Francisco" .....March 30
*Calls at Campana direct.

## NEW YORK TO NAPLES AND GENOA.

Line—Lloyd Sabaudo (Furness, Withy & Co., Ltd.)—Ports of call: Naples and Genoa—Freight and passenger service.
S. S. "Conte Rosso" .....May 17
S. S. "Conte Grande" .....April 21
S. S. "Conte Biancomano" .....May 12

## NEW YORK TO GRENADA, TRINIDAD, DEMERARA.

Line—Trinidad Line (Furness, Withy & Co., Ltd.)—Ports of call: Grenada, Trinidad, Demerara.
***S. S. "Dominica" .....March 1
***S. S. "Fort St. George" .....March 10
*S. S. "Maraval" .....March 14
*S. S. "Matura" .....March 30
*Steamer carries passengers and freight. ***Takes no freight for Grenada or Demerara.

## NEW YORK TO WEST INDIES.

Line—West Indies Service (Furness, Withy & Co., Ltd.)—Ports of call: St. Thomas, St. Croix, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, Trinidad.
*S. S. "Dominica" .....March 1
*S. S. "Fort St. George" .....March 10
*S. S. "Dominica" .....March 29
*Steamer carries passengers and freight.

## NEW YORK TO BERMUDA.

Line—Furness Bermuda Line (Furness, Withy & Co., Ltd.)—Port of call: Bermuda.
*S. S. "Fort Victoria" .....March 7, 14, 21, 28
*M. S. "Bermuda" .....March 3, 10, 17, 24, 31
*Steamer carries passengers and freight.

## NEW YORK TO CUBA.

Line—Munson Steamship Lines—Ports of call: Havana, Matanzas, Cardenas, Caibarien, Sagua La Grande, Neuvitas, Antilla, Puerto Padre, Manati.
S. S. "Munsomo" .....March 2
S. S. "Graziella" .....March 3
S. S. "Munisla" .....March 16
A Steamer .....March 17
A Steamer .....March 30
A Steamer .....March 31

## PROPOSED SAILINGS FROM BOSTON.

Line—Furness Lines (Furness, Withy & Co., Ltd.)—Port of call: Liverpool.
S. S. "Newfoundland" .....March 13
Port of call: St. Johns.
S. S. "Newfoundland" .....March 13
Line—Swedish American Line (Furness, Withy & Co., Ltd.)—Ports of call: Gothenburg, Malmo, Norrkoeping, Stockholm—Freight service.
*M. S. "Korsholm" .....March 6
**M. S. "Kolsnaren" .....March 10
S. S. "Gustavsholm" .....April 16
*Stockholm-Helsingfors. **Helsingfors first port.
Line—Isthmian Steamship Lines (Norton, Lilly & Co.)—Ports of call: Honolulu, Manila, Iloilo, Cebu, Soerabaya, Samarang, Batavia, Singapore, via Panama Canal.
S. S. "Atlanta City" .....March 21
A Steamer .....April 21

## PROPOSED SAILINGS FROM PHILADELPHIA.

Line—Furness Lines (Furness, Withy & Co., Ltd.)—Port of call: London.
S. S. "London Mariner" .....March 10
S. S. "London Corporation" .....March 31
Ports of call: Leith-Dundee.
S. S. "Incemore" .....March 17
Port of call: Liverpool.
S. S. "Valemore" .....March 19
S. S. "Rexmore" .....April 10
Port of call: Glasgow.
S. S. "Valemore" .....March 19
S. S. "Rexmore" .....April 10
Line—Manchester Liners Ltd. (Furness, Withy & Co., Ltd.)—Port of call: Manchester.
S. S. "Manchester Division" .....March 13
S. S. "Manchester Corporation" .....April 9
Line—Swedish American Line (Furness, Withy & Co., Ltd.)—Ports of call: Gothenburg, Malmo, Norrkoeping, Stockholm—Freight service.
**M. S. "Kolsnaren" .....March 19
*M. S. "Maelaren" .....April 1
S. S. "Gustavsholm" .....April 10
*Stockholm-Helsingfors. **Helsingfors first port.
Line—Isthmian Steamship Line (Norton, Lilly & Co.)—Ports of call: Honolulu, Manila, Iloilo, Cebu, Soerabaya, Samarang, Batavia, Singapore, via Panama Canal.
S. S. "Atlanta City" .....March 18
A Steamer .....April 18

## PROPOSED SAILINGS FROM BALTIMORE.

Line—Furness Lines (Furness, Withy & Co., Ltd.)—Port of call: Liverpool.
S. S. "Valemore" .....March 23
S. S. "Rexmore" .....April 14
Port of call: Glasgow.
S. S. "Valemore" .....March 23
S. S. "Rexmore" .....April 14
Line—Manchester Liners Ltd. (Furness, Withy & Co., Ltd.)—Port of call: Manchester.
S. S. "Manchester Division" .....March 5
S. S. "Manchester Corporation" .....April 2
Line—Swedish American Line (Furness, Withy & Co., Ltd.)—Ports of call: Gothenburg, Malmo, Norrkoeping, Stockholm—Freight service.


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FAST PASSENGER, MAIL AND FREIGHT SERVICE
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*S.S. VAUBAN .....Mar. 17
S.S. VANDYCK .....Mar. 31
*Refrigerated cargo.

FAST FREIGHT SERVICE
MONTEVIDEO, BUENOS AIRES AND ROSARIO DIRECT
S.S. BIELA .....Mar. 14
S.S. BONHEUR .....Mar. 24

LA PLATA AND SANTA FE
S.S. BRONTE .....Mar. 21

RIO DE JANEIRO, SANTOS AND RIO GRANDE DO SUL
S.S. BRONTE .....Mar. 21

PARA, CEARA, PERNAMBUCO, MACEIO, CABADELLO, NATAL
(Manaos & Iquitos via Para)
S.S. SHERIDAN .....Apr. 7

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For Rio de Janeiro, Montevideo, Buenos Aires, and Santos by magnificent 21,000 ton oil burners
"THE FASTEST STEAMERS IN THE TRADE"
Western World .....March 10 — Southern Cross .....April 7
American Legion .....March 24 — Pan America .....April 21

## NASSAU, BAHAMAS—Weekly
Munargo .....March 9 — Munargo .....March 16
and Weekly Thereafter

## HAVANA, CUBA—Weekly Sailings
FROM NEW ORLEANS
Munamar .....Sails every Saturday

## FAST FREIGHT SERVICES—NASSAU AND CUBA
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Fortnightly sailings for Havana, Nuevitas (Pastelillo and Puerto Tarafa) Sagua la Grande, Antilla, Banes, Caibarien, Matanzas, Cardenas and Puerto Padre; every four weeks for Manati.

FROM BALTIMORE
Fortnightly sailings for Jacksonville, Miami and Havana.

FROM MOBILE
Fortnightly sailings for Havana, monthly for Matanzas, Caroenas, Caibarien, Manzanillo, Santiago, Guantanamo; special sailings for Sagua, Nuevitas (Puerto Tarafa) Antilla and Cienfuegos.

FROM NEW ORLEANS
Weekly sailings for Havana; fortnightly to Matanzas, Cardenas Caibarien, Sagua and Nuevitas (Puerto Tarafa). Monthly for Manzanillo, Guantanamo and Santiago. Special sailings for Antilla and Cienfuegos.

## MEXICO
FROM NEW ORLEANS Every Ten Days for Progreso

SOUTH AMERICA—from New York
Fortnightly Service for Rio de Janeiro, Santos, Montevideo, and Buenos Aires (See above).

FROM MOBILE
Regular and Frequent sailings direct to Montevideo and Buenos Aires.

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Fortnightly from New York, to Miami and from Baltimore to Jacksonville and Miami

INTERCOSTAL (Munson-McCormick Line)
Fortnightly sailings from Baltimore, New York and Philadelphia for Los Angeles Harbor, San Francisco, Oakland, Portland, Seattle and Tacoma.

**MUNSON STEAMSHIP LINE**
MUNSON BUILDING—67 WALL ST., NEW YORK

*M. S. "Kolsnaren" .....March 15
A Steamer .....April
*Helsingfors, Stockholm.
Line—Isthmian Steamship Lines (Norton, Lilly & Co.)—Ports of call: Honolulu, Kahuluy, Yokohama, Kobe, Dairen, Shanghai.
S. S. "Memphis City" .....March 10
Ports of call: Honolulu, Yokohama, Kobe.
A Steamer .....April 10

**PROPOSED SAILINGS FROM MAINE, NEWPORT NEWS, NORFOLK, GALVESTON, SAVANNAH, CHARLESTON, MOBILE, NEW ORLEANS.**

Line—Furness Lines (Furness, Withy & Co., Ltd.)—Ports of call: Newport News, Norfolk to Liverpool.
S. S. "Valemore" .....March 26
S. S. "Rexmore" .....April 17
Ports of call: Newport News, Norfolk to Glasgow.
S. S. "Valemore" .....March 26
S. S. "Rexmore" .....April 17
Line—Manchester Liners Ltd. (Furness, Withy & Co., Ltd.)—Ports of call: Newport News, Norfolk to Manchester.
S. S. "Manchester Division" .....March 8
S. S. "Manchester Corporation" .....April 5
Line—Swedish American Line (Furness, Withy & Co., Ltd.)—Ports of call: Newport News, Norfolk to Gothenburg, Malmo, Norrkoeping, Stockholm—Freight service.
*M. S "Korsholm" .....March 9
A Steamer .....April
*Stockholm—Helsingfors.
Line—Munson Steamship Line—Ports of call: New Orleans to Montevideo, Buenos Aires.
S. S. "Mondelta" .....March 17
Ports of call: New Orleans to Havana, Matanzas, Cardenas, Caibarien, Sagua La Grande, Neuvitas, Manzanillo, Guantanamo, Santiago.
S. S. "Phoenix" .....March 8
S. S. "Munamar' .....March 10
S. S. "Munamar' .....March 17
S. S. "Munamar' .....March 24
S. S. "Munamar" .....March 31
A Steamer .....March 22
A Steamer .....March 24
Ports of call: Mobile to Havana, Matanzas, Cardenas, Caibarien, Manzanillo, Santiago, Guantanamo.
S. S. "Niels R. Finsen" .....March 1
A Steamer .....March 15
A Steamer .....March 29
Line—Swedish America Mexico Line Norway—Mexico Gulf Line—Ports of call: Galveston to Christiania, Gothenburg, Copenhagen.
S. S. "America" .....Early March
S. S. "Tortugas" .....Late March
M. S. "Trolleholm" .....Late March-Early April
S. S. "Lygnern" .....Early April
Ports of call: New Orleans to Christiania, Gothenburg, Copenhagen.
M. S. "America" .....Early March

**PROPOSED SAILINGS FROM CANADA.**

Line—Furness Lines (Furness, Withy & Co., Ltd.)—Ports of call: Halifax to Liverpool.
S. S. "Newfoundland" .....March 17
Ports of call: St. Johns to Liverpool.
S. S. "Newfoundland" .....March 20
Ports of call: West St. John to London—Hull.
S. S. "Ariano" .....March 17
S. S. "Comino" .....March 31
Line—Manchester Liners Ltd. (Furness, Withy & Co., Ltd.)—Ports of call: West St. John to Manchester.
S. S. "Manchester Citizen" .....March 10
S. S. "Manchester Brigade" .....March 24

A SCHEME to harness waters of Himalayas is being considered by the government of India. Although plans deal with irrigation, electrification for principal towns is also object. Project contemplates outlay of £18,000,000 which by 1934 will bring annual income of £4,500,000. State of Punjab, site for scheme, has gross area of 65,500,000 acres, of which 18,000,000 are now under cultivation. New project will raise this area to 27,000,000 acres with continual water supply. Six canals in State of Bahawalpur will irrigate 2,825,000 acres, while waterpower produced from score of canal dams will ultimately give electricity to 40 towns and furnish power to connect by rail.

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THE Directors of American Automobile Association endorsed national legislation to permit American firms to form a pool for purchase of rubber as a means of combating foreign monopoly. John J. Raskob, chairman of rubber committee of the National Automobile Chamber of Commerce, attributed comparatively stable prices for crude in 1927 to formation of rubber pool. Raskob declared 36 cents a pound was fair price for rubber; and stated that, if prices had been sustained at $1.20 a pound, where they soared in 1926, it would have taken $750,000,000 a year out of pockets of American consumers.

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THE Department of Commerce lists European cartels formed, mostly in last two years, in 13 commodities, which are raw steel, rails, tubes, aluminum, enamelware, glue, artificial silk, copper, wire, all formed in 1926 or 1927, electric bulbs, formed in 1924, plate glass, formed in 1904, glass bottles, formed in 1907, and borax, formed in 1899. Present existence of last named is not certain. American manufacturers are included in copper, electric bulb and borax cartels. Department says half dozen more are in process of formation.


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**New York to Rio de Janeiro and Santos, calling at other ports when sufficient inducement offers**
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**FAR EAST SERVICE—Fast Motor Ships Sailing Every 26 Days.** New York and Hampton Roads to Yokohama, Kobe, Shanghai, Hong Kong and Manila.

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New York to the West Indies
Passengers and Freight

**TRINIDAD LINE**
New York to Grenada, Trinidad and Demerara. Passengers and Freight

**LLOYD SABAUDO**
Passengers and Freight
New York to Gibraltar, Naples and Genoa. Steamers, "Conte Rosso," "Conte Biancamano," and "Conte Grande."

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To the West Indies.

To the Land of the Midnight Sun.

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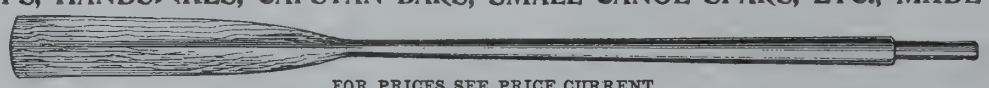


FOR PRICES SEE PRICE CURRENT.
If there is anything you want in our line send us specifications and we will give you prompt attention.

**THE NEW YORK BOAT OAR CO. - 100 Washington St., New York, U. S. A**

THE Giant Junior is, no doubt, the smallest hose nozzle you've ever seen . . . does the same work as the biggest. One-hand control . . . throws a powerful full stream . . . coarse spray . . . fine spray . . . the merest trickle . . . another turn and you have a positive shut-off. A radical departure in hose nozzles . . . taking like wild-fire in the domestic market. Small and simple . . . can be retailed, each with rubber washer, at an unusually low price. Attractive trade discounts, with good profit.

Actual size of the Giant Jr.

Stands 1½" high.

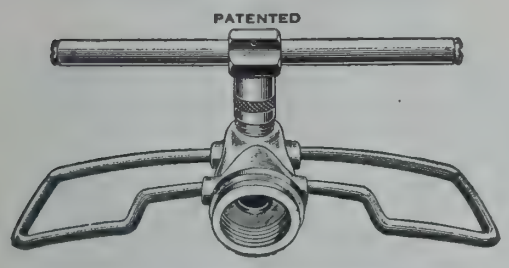
Machined from solid brass rod—not stamped, not cast.

Won't break — can't leak.

Little, yes—but a winner!

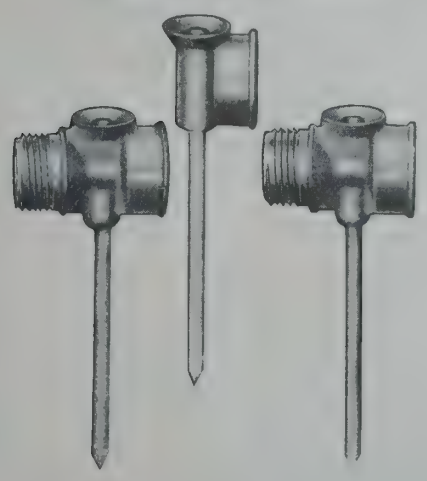
This illustration can only suggest the striking sales effectiveness of the Giant Jr. dozen display carton. The box itself is in green and yellow. Measures only 7" x 2½" x 1½". Unaided, it will go far toward selling Giant Juniors.

# Clark Specialties Make Friends and Profits



Rainbow Sprinkler—Cat. No. 100. Entirely of brass and non-rusting alloys—a quality product. Revolving head. Waters 40 ft. circle. The carton, in red, black, yellow, measures 8⅜" x 3" x 1¾".

Clark Hose Adapter—Cat. No. 70



3-Unit Styx Sprinklers—Cat. No. 503. The Single Styx—Cat. No. 500 is sold separately as at the right.

THE Clark line embraces a number of fast-selling specialty items of which those illustrated on this page are typical.

Our policy is to manufacture only items of well-nigh universal appeal, put them up in such shape that they will attract the eyes of customers and arouse their desire, and sell them to the trade at prices which leave jobbers and dealers a generous margin of profit.

Economies of manufacture and simplicity of design throughout the line permit placing these high-grade products on the market at retail prices which will be found to be as low as, or lower than, competing articles of similar quality.

At right: the "Single Styx" display card, in red, green and black, is an example of sales helps furnished.

Clark Toaster—Cat. No. 45. Has automatic turnover device.

An unusually good toaster made to sell at a remarkably low price.

Clark Electric Heater—Cat. No. 40. An efficient and sturdy heater, popularly priced to sell in volume.

Samson Christmas Tree Holder—Cat. No. 12. Simple and sturdy. Adjustable without tools to support average-sized tree. The parts, of stamped metal, beautifully lacquered, are illustrated below.

The Samson box measures 6¾" x 3¼" 1⅛".

**Attractive folders and circulars, printed in English, are available for each item. For many of them we also supply counter displays and other sales helps. Advertising helps printed in other languages will be prepared where the volume of business warrants. Inquiries from any part of the world will be given prompt and careful attention. Immediate shipment of orders can be made anywhere. We invite you to profit with us in the sale of this popular line.**

## THE CLARK MANUFACTURING COMPANY, 427 No. 13th St., Philadelphia, Pa., U. S. A.

# MARKET REVIEW

New York, U. S. A., March 13, 1928.

Because of better weather conditions a somewhat more cheerful feeling prevails as to domestic trade and industry. Notwithstanding that things are to a large degree spotted, there is somewhat less of the depressed tone which was prominent during the month of February. Wholesale trade and industry are reported as about fair, while retail trade is somewhat behind though promising a change for the better with the advent of spring and the advance of the lenten season. As the season advances the prospects for agriculture present increased interest. The stiffening of wheat and corn with other cereals is mainly a reflection of reports of lowered condition of winter grain when compared with the seeding time, or, as in the case of corn, of buying of this grain in sections which a year ago were favored by good yields. Combined stocks of five leading grains, according to the Department of Agriculture, on March 1, were 8 per cent less in weight than a year ago, as well as much below the five year average. With regard to industries, features reported are the speeding up of calls for automobile materials, with a slight lowering of active capacity, a rather quiet pig iron market and a further reduction of scrap prices. Some of the non-ferrous metals, such as copper and zinc are somewhat higher. The coal trade is reported as somewhat more active, with the February building permit report a spotty one. Rayon continues active, also broad silk and shoe sales by manufacturers are said to be about equal to last year. The curtailment of cotton continues and is said to have increased at northern and southern points. Wool is said to be slow of sale—firm at the East and selling well at the interior. Car loadings point to a shade lower percentage of decrease from one or more years ago, the last week of February reported the smallest loadings with one exception, 1924, for the four years past. Two-thirds of this year's decrease to date is said to be due to reduced coal shipments. Soft wood lumber production and sales maintain earlier gains, with hard wood buying reported slow at some Southern centers. Steel ingot output is 1.9 per cent ahead of last year, as against a 5.1 per cent drop in pig iron production indicating the predominance of steel mill furnaces over ordinary producers. The automobile output for February is said by trade spokesmen to equal that of a year ago, with the one-time leading producer left out. Department store sales for February were 2.2 per cent ahead of last year. Rubber is sixteen cents, or 40 per cent off from the top of January 1 on talk of removing restrictions on export from the plantation country. The better grades of cattle are 50 cents to $1.00 lower for the week, with hogs also lower and sheep and lambs steady. High beef and low hog products seem to be turning buying from the former to the latter mentioned product. Canadian cities report that wholesalers of dry goods and hardware are booking good spring orders. Retail trade is fair and building more active. Flour and grain continue in good demand for export with local demand for flour quiet. Baled hay is very dull and butter and cheese more active and higher. Lumber camps are reported as buying provisions heavily and live stock offerings are limited, with prices fair.

STERLING EXCHANGE: Market has improved somewhat since February 15th, and is now steady with but little doing. Demand bills on London are quoted at about $4.87½ to the pound sterling.

ROSIN: The market for rosin is exceedingly quiet and is evidently anticipating and hoping for favorable development with regard to the new crop. Prices are spotty as will be noted by a comparison with quotations as of February 15th, some grades being a trifle higher, with others a trifle lower. Quotations per 280 pounds gross weight, f. o. b. Produce Exchange Stamp Type, in 150 barrel lots, are as follows: F. Good No. 1, $9.80; G. Good. No. 1, $9.90; H. Good No. 1, $9.95; I. Good No. 1, $10.00; K. Low Pale, $10.15; M. Pale, $10.20; N. Extra Pale, $10.75; W. G. Window Glass, $11.00; W. W. Water White, $11.50. A considerable reduction in price for the higher grade will be noted as against quotations one month ago.

TURPENTINE: The turpentine market is quiet in line with that for rosin and no change in price. Pine Tree brand, in cases of 2/5 gallon cans, is quoted at 87 cents, and in barrels at 72 cents per gallon.

IRON AND STEEL: A rather weak situation throughout the pig iron industry prevails. Prices are rather soft, especially in the East. Foreign iron has sold at lower prices and imports at Philadelphia have been rather large of late, one steel company in particular having received large tonnages. Rogers, Brown & Crocker Brothers, Inc., comment on iron conditions as follows: "It was to be expected that the volume of pig iron sales would decrease slightly during the week under review. Producers have been restricting sales to second quarter deliveries and a large part of the second quarter requirements appear to have been satisfied for the time being. Manufacturers of automotive parts and of agricultural machinery bought liberally. There was very little change in the amount of iron melted, the increase being more pronounced in foundries manufacturing specialties. Prices remain firm. Market for ferro alloys was quiet." Pig iron prices are quoted as follows: Foundry—No. 2 Plain—Eastern Pennsylvania, $19.00 @ $19.50; Buffalo, $16.50 @ $17.00; Virginia, $20.00 @ $21.00; Birmingham, $16.00; Chicago, $18.00 @ $18.50; Valley, $17.50 @ $18.00; Cleveland Delivered, $17.50 @ $18.00. Basic—Valley, $17.00 @ $17.50; Eastern Pennsylvania, $19.50 @ $20.00. Malleable—Eastern Pennsylvania, $19.50 @ $20.00; Buffalo, $17.00 @ $17.50. Orders of considerable quantity for structural steel are reported as having been recently placed. Bar sales have been averaging about 5,000 tons weekly for the country as a whole and a considerable amount of road work is being planned for 1928. Cast iron pipe prices have weakened somewhat, particularly at Chicago. In the East low prices of the local pipe shops is said to be tending to shut out southern competition. Steel products prices along Atlantic Seaboard, f. o. b. Pittsburgh, are quoted as follows: Semi-Finished (gross tons), Billets Re-Rolling, $33.00; Billets Forging, $39.00; Sheet Bars, $33.00 @ $34.00; Slabs, $33.00 @ $34.00; Wire Rods, $42.00; Sheets, etc.,: Blue annealed, 2.10 @ 2.20 cents; Black, 2.90 cents; Galvanized, 3.65 @ 3.75 cents; Auto Body, 4.15 cents; Strips, Hot Rolled, 2.20 @ 2.30 cents; Strips, Cold Rolled, 3 @ 3.15 cents; Hoops, 2.10 cents; Bands, 2.10 cents; Tin Plate (per base box) $5.10 @ $5.25. Hot Roll Bars—Bars, 1.90 cents; Plate, 1.90 cents; Shapes, 1.90 cents; Rails, Standard (gross tons) $43.00; Rails, Light, $36.00. Wire Products—Plain Wire, 2.50 cents; Barbed Wire, Galvanized, 3.35 cents; Barbed Wire, Painted, 3.10 cents; Nails (per keg) $2.65. Lead—The largest sales of lead for one week in several months were reported for the past business period. The accepted minimum price in the Middle West was 5.80 cents per pound, as against 5.75 cents for the preceding. A few sales were made at as high as 5.95 cents. The American Smelting & Refining Company continues to hold its price at 6 cents per pound, New York, but in the outside market as high as 6.10 cents was sometimes done. Zinc—prime western slab zinc advanced from 5.45 cents to $5.62½ cents per pound, East St. Louis, during the past week, and there was an advance of $1.00 per ton during the preceding week. Copper—The demand for copper is reported as brisk. The export quotation is 14½ cents c. i. f. European ports.

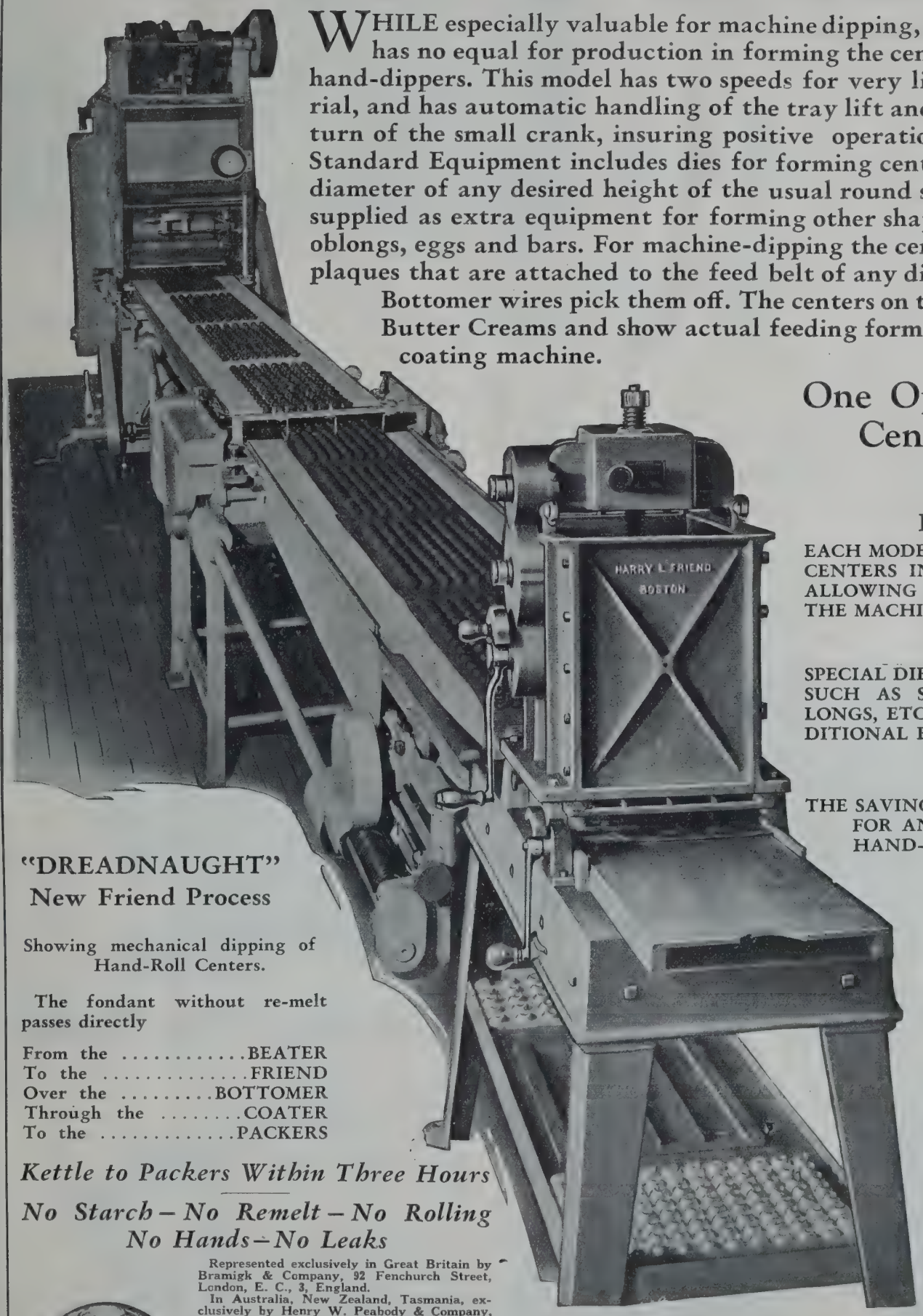
COTTON PIECE GOODS: It is the opinion of many cotton manufacturers and merchants who have been considering conditions as presented by the Association of Cotton Textile Merchants that a further curtailment is necessary to avoid continued softening in price. It is said that the volume of demand does not give promise of a standing and that if goods are to be pressed for sale a further disorganization of prices for both finished and gray lines is inevitable. Many agents state that prices would not have declined during the past week if some mills did not insist upon pressing for business and as there seems to be no way of controlling these factors they believe that safety lies in allowing low price sellers to pursue the course of contracting below cost until their reserves and credit have been exhausted. Printed goods are reported as moving more freely, although buying is not as active. In some quarters reports of deferred deliveries have been current but they are much more than offset by a rush to get goods promptly. Domestics are moving in small lots and colored goods production is being lessened to avoid accumulations notably as to working suit and shirt materials. Some activity is reported in the demand for spot shipment of certain auto supply materials, purchasing agents either having received orders too late to insure good delivery or having found greater demand than anticipated. Yarn markets are quiet and the trend of raw silk is toward higher prices. Business in the silk fabric market continues fairly satisfactory, the smaller factors who are over producing being forced to sell without profit, while the larger factors are watching their output most carefully. New prints continue in good demand. Woolen goods move moderately. The most successful of the smaller men's wear mills are said to have found it difficult to sell further ahead than last year and clothing manufacturers complain of the slow spring retailing. The stress of high wool is assisting agents to hold prices fairly steady. Linen markets are said to be very quiet as to the local field. Many imitations of printed dress linens have made it difficult to sell the genuine article profitably. The burlap markets hold firm at Calcutta and local buyers are operating close to their requirements. Cotton cloth prices are quoted as follows: Cotton Middling Upland, Spot, New York, 8.90c; Print Cloths, 28-Inch, 64 x 64s, 6c; Print Cloths—28-Inch, 64 x 60s, 5¾c; Print Cloths, 27-Inch, 64 x 60s, 5½c; Gray Goods, 38-Inch, 64 x 64s, 8⅛c; Gray Goods, 39-Inch, 68 x 72s, 8½c; Gray Goods, 39-Inch, 80 x 80s, 11c; Dress Ginghams, 16¾ @ 18½c; Brown Sheetings, 4-Yard, 56 x 60s, 10c; Brown Sheetings, Standard, 12¾c; Tickings, 8-Ounce, 21 @ 22½c; Denims, 18c; Staple Ginghams, 27-Inch, 10½c; Kid Finished Cambrics, 8¼ @ 9¼c; Standard Prints, 9c; Brown Sheetings, 3-Yard, 11½c.

COTTON: Middling spot quoted at 18.90 cents. Sales at all ports estimated at 10,860 bales, against 14,665 bales a year ago. The exports were 14,770 bales, including 2,450 from Galveston to the continent, 1,843 from San Pedro to England, 9,939 from Houston to England. In Alexandria, Egyptian was reported 19 to 40 points off on sakels and 8 lower to 1 up on uppers. In Liverpool, sakels for May quoted 18.35d; Uppers for May, 13.66d. Indian in Liverpool on the spot, 10 points off at 8.65d. Liverpool middling, 10.46d. Sales, 5,000 bales.

WOOL: The closing of the East India wool auctions with prices, as was expected, advancing from 5 to 10 per cent over previous sale according to the character of the wool, is said to have strengthened prices at Philadelphia, but not to the point of any expected fluctuation. It is said that carpet wool dealers have not found a sufficient demand to warrant higher prices and that the past week found sales continuing small with but few mills in Philadelphia actually running. The bulk of the business was said to be being done by the larger interests. Stocks are said to be average with the market entirely a pulled wool one of which the finer grades receive the best response. Distribution of woolen and worsted floor coverings during the past week has been nominal, with interest in the better grades of both axminsters and wiltons.

# HAND FRIEND ROLL
# PLASTIC CENTER MACHINE

THE WORLD'S GREATEST PRODUCER OF HAND ROLLS




WHILE especially valuable for machine dipping, the "DREADNAUGHT" has no equal for production in forming the centers on separate trays for hand-dippers. This model has two speeds for very light or very heavy material, and has automatic handling of the tray lift and cut-off wires by a single turn of the small crank, insuring positive operation and great accuracy. Standard Equipment includes dies for forming centers from 5/8 in. to 2 in. in diameter of any desired height of the usual round shapes. Special dies can be supplied as extra equipment for forming other shapes such as squares, ovals, oblongs, eggs and bars. For machine-dipping the centers are formed on paper plaques that are attached to the feed belt of any dipping machine where the Bottomer wires pick them off. The centers on the feed belt are Chocolate Butter Creams and show actual feeding formation on a 16 in. standard coating machine.

## One Operator Forms the Centers and Feeds the Coater

### PRODUCTION

EACH MODEL FORMS ITS CAPACITY INTO CENTERS IN ABOUT FIFTEEN MINUTES, ALLOWING AMPLE TIME FOR REFILLING THE MACHINE.

### DIES

SPECIAL DIES FOR FORMING ODD SHAPES SUCH AS SQUARES, OVALS, EGGS, OBLONGS, ETC., CAN BE PROCURED AS ADDITIONAL EQUIPMENT IF DESIRED.

### ECONOMY

THE SAVING IN LABOR ALONE WILL PAY FOR ANY "FRIEND" MACHINE OVER HAND-ROLLING IF OPERATED ON FULL TIME IN LESS THAN THREE WEEKS.

### PRICES

"DREADNAUGHT" . . $850.00
"E" MODEL . . . . . 385.00
"F" MODEL . . . . . 250.00
Subject to Advance

### TERMS

*ORDERS ACCEPTED DIRECT UPON RECEIPT OF CONFIRMED LETTER OF CREDIT, ALSO ACCEPTED THROUGH ANY RELIABLE EXPORT AND IMPORT MERCHANT.*

See Price Current this Journal for Illustrative Descriptive matter and prices on all "Friend" Models.

## "DREADNAUGHT" New Friend Process

Showing mechanical dipping of Hand-Roll Centers.

The fondant without re-melt passes directly

From the . . . . . BEATER
To the . . . . . FRIEND
Over the . . . . . BOTTOMER
Through the . . . . . COATER
To the . . . . . PACKERS

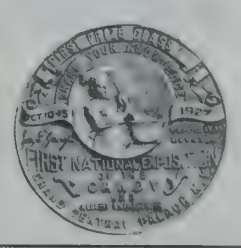
*Kettle to Packers Within Three Hours*

*No Starch – No Remelt – No Rolling*
*No Hands – No Leaks*

Represented exclusively in Great Britain by Bramigk & Company, 92 Fenchurch Street, London, E. C., 3, England.
In Australia, New Zealand, Tasmania, exclusively by Henry W. Peabody & Company, or through all Peabody foreign offices or other responsible brokers.

PRESENTED TO HARRY L. FRIEND
FRIEND
PLASTIC
CENTER MACHINE
HIGHEST AWARD FOR THE MOST ADVANCED MACHINE OF THE GREATEST BENEFIT TO THE CANDY INDUSTRY

# HARRY L. FRIEND
## 152 MILK STREET, BOSTON, MASS., U.S.A.

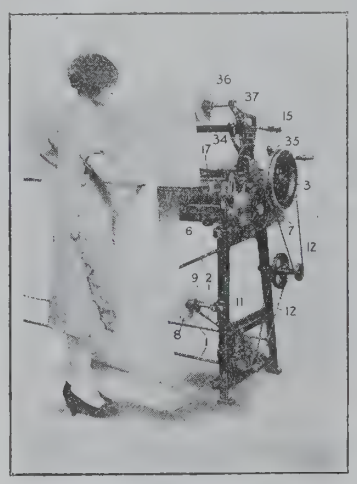


# CHANDLER SIDE BOX AND COMBINATION AUTOMATIC PLEATING MACHINES

**SIMPLE ACCURATE FLEXIBLE FAST**

## *What It Does*

"A Pleating Plant complete in itself."—That is the outstanding feature of the Chandler Side Box & Combination Automatic Pleater. It does away with bulky and troublesome equipment for hand-pleating. In one compact unit it contains all necessary equipment for turning out 7 sizes of side pleats (from ⅛ to ¾ inch), seven sizes of box pleats (from ¼ to 1½ inches), and a variety of combinations almost unlimited in number, and changed with ease from one style to another.



Showing simplicity of operation of STANDARD PLEATER.

Pleats any material from delicate georgette to heaviest serges and even velvets.

Pleats perfectly the smallest pleats (those which cannot be handled with paper patterns).

Pleats reverse side and box pleats or "Inverted Pleating."

Pleats almost any combination of side and box with additional panel and space as desired.

Pleats cloth with stitchings, seams, hems, or laps.

Pleats cloth with "closed" or "open" pleats on basis of 3 to 1, 2½ to 1, or 2 to 1.

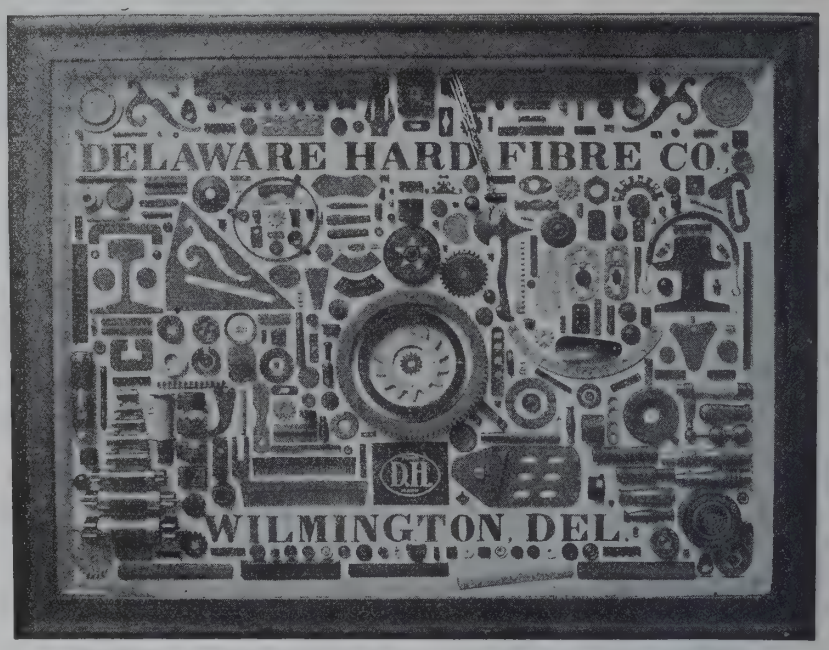
Model F. pleats material up to 55 inches wide. Model F. A. pleats material up to 59 inches wide.

**See Price Current this Journal for description and prices. All export orders given careful and prompt attention.**

**Orders accepted direct or through any responsible export and import merchant.**

## CHANDLER MACHINE CO.

**AYER, MASS., U. S. A.**




**SPECIAL SHAPES MADE FROM HARD FIBRE**

# HARD FIBRE

**SHEETS RODS TUBES RAILROAD INSULATION AND SPECIAL SHAPES**

## Sole Manufacturers of EGYPTIAN FIBRE

**The last word in scientific fibre manufacture. Contains no coloring matter or grit. Its hardness, tensile and dielectric strength make it superior to the ordinary fibre. There is no better product for making timer rings, gears, slot wedges and parts requiring high specific gravity and low water absorption.**

***Write for Descriptive Circular***

## DELAWARE HARD FIBRE COMPANY

**WILMINGTON, DELAWARE**

**Chicago Office:**
**564-570 W. Monroe Street**

**New York Office:**
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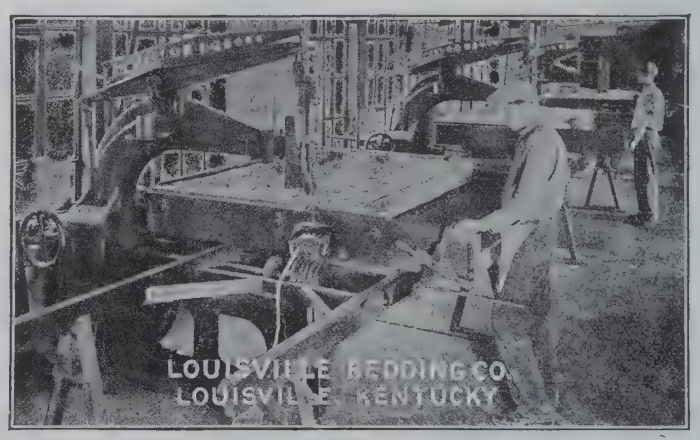


# UNITED AUTOMATIC TUFTING MACHINE and UNITED VERTICAL TOP FILLING MACHINE

Verticle Top Filling Machine.

**CAPACITY to FILL and TUFT 100 to 150 MATTRESSES per day. Any size from 24 to 58 inches. Any thickness from 2 inches up.**

**PADS or HEAVY COMBINATIONS**

**SQUARE or DIAMOND DESIGN**

## UNITED MATTRESS MACHINERY COMPANY

**80 Federal Street** **BOSTON, MASS., U. S. A.**

E. F. MAPES & CO., INC.
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General Export Agents

P. FANGHANEL & CO., LTD.
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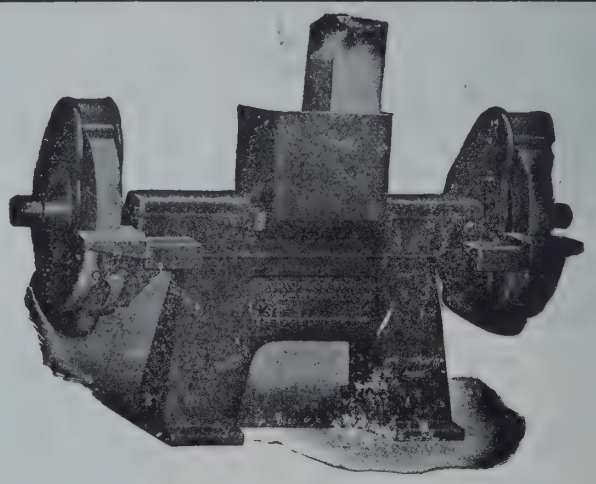


# Norton Grinding Wheel Stands

Norton Floor and Bench Stands equipped with Norton Protection Hoods, through their heavy, rigid construction, give strength, utility and safety — an ideal combination.

TRADE NORTON MARK

## NORTON COMPANY

**WORCESTER, MASS.**

*New York Store* 53 *Park Place*

*Detroit Store* 233 *W. Congress Street*

*Chicago Store* 11 *N. Jefferson Street*

*Electric Furnace Plants*
*Niagara Falls, N. Y.; Chippawa, Ont., Can.*

# AMERICAN PRICE CURRENT

REVISED AND CORRECTED TO DATE FOR

# THE EXPORTERS AND IMPORTERS JOURNAL

**From Exchange Quotations and Ruling Export Cash Prices Supplied By Manufacturers.**

This Price Current of American and Foreign Products and Manufacturers is published in behalf of Exporters, Importers and Manufacturers. By reference to its columns, American Manufacturers can compare their goods with those illustrated and priced and adapted to and sold in Foreign Countries. Importers will find it of great service in making up their indents for American Merchandise. Its Discount Sheet is exclusively for the use of foreign buyers, and only accompanies the Foreign Edition of this Journal. All others desiring discounts from list prices printed can secure same from Exporters, Importers, Jobbers, or direct from the Manufacturers.

PRICES QUOTED ARE FOR GOODS DELIVERED AT NEW YORK, UNLESS OTHERWISE SPECIFIED.

FOR DISCOUNT SEE DISCOUNT SHEET IN FOREIGN EDITION ONLY MARCH 16, 1928

VOL. XXXVI — NEW YORK, MARCH 16, 1928 — No. 12


## MACHINERY, TOOLS AND SUNDRIES.

INFORMATION IN REFERENCE TO MACHINERY, TOOLS AND SUNDRIES SUPPLIED FREE OF CHARGE. ADDRESS:
"MACHINERY DEPARTMENT"
EXPORTERS AND IMPORTERS JOURNAL, INC.
17 STATE ST., NEW YORK. U. S. A.

## GRINDING MACHINES

**NORTON UNIVERSAL TOOL AND CUTTER GRINDING MACHINES.**

**(Norton Co.'s)**

**Machine complete with auto feed and all regular attachments: No. 1, price, each, $750.00; No. 2, price, each, $1085.00.**

**Cutter and Reamer Grinding Machine—includes single speed countershaft—swivel headstock, 5 wheels, etc., but no regular attachments: No. 1, price, each, $440.00; No. 2, price, each, $660.00.**

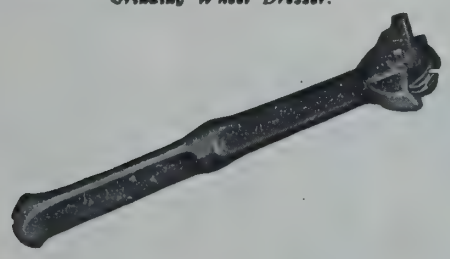
**Surface Grinding Machine—same as Cutter and Reamer Machine, but with Universal vise, auto feed and drum countershaft. No. 2 machine only furnished with automatic crossfeed when ordered, at extra charge: No. 1, price, each, $605.00; No. 2, price, each, $920.00. Prices f. o. b. cars, Worcester, Mass., packed for shipment.**

*Discount No. 424.*

**Specifications on Universal Tool and Cutter Grinding Machine, No. 1—Swing over carriage 8 or 10 inches; between center, 15 inches; sliding movement of carriage, 12 inches: crossfeed movement, 6 inches; total crossfeed range, 10¾ inches; quick adjustment, 4¼ inches; vertical feed, 6 inches; grinds face cutters and similar tools, 12 inches diameter, 3 inches wide. Number of grinding wheels accompanying complete machine, 28. Number of interchangeable collets accompanying complete machine, 12. Floor space, 36 inches square. Shipping weight, with countershaft, about 1,500 pounds.**

**Specifications on Universal Tool and Cutter Grinding Machine. No.2—Swing over carriage, 10 or 12 inches; between centers, 12 inches; sliding movement of carriage, 23½ inches; crossfeed movement, 9 inches; total crossfeed range, 8¾ inches; vertical feed, 7½ inches; grinds face cutters and similar tools, 14 inches diameter, 3 inches wide. Number of grinding wheels accompanying complete machine, 28. Number of interchangeable collets accompanying complete machine, 12. Floor space, 36 x 72 inches Shipping weight, with countershaft, about 2,500 pounds.**

***Grinding Wheel Dresser.***



*Dressers.*

(With extra set of cutters)

| Type | Price each |
|---|---|
| No. 1 | $0.75 |
| No. 2 | .90 |
| No. 3 | 1.25 |
| No. 4 | 1.60 |
| Hunt | 1.00 |

*Dresser Cutters, Per Set.*

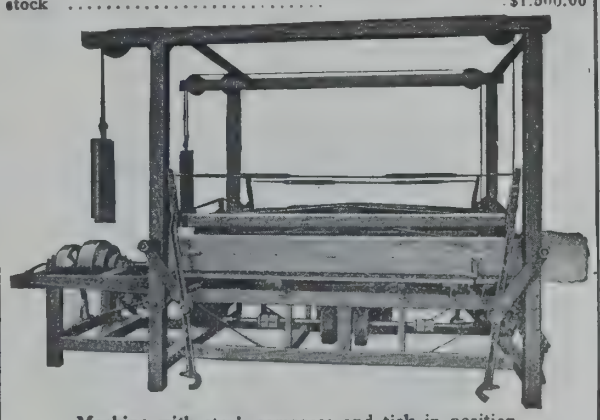
| Type | No. in Set | Price per Set |
|---|---|---|
| No. 1 | 4 | $0.10 |
| No. 2 | 4 | .12 |
| No. 3 | 3 | .16 |
| No. 4 | 3 | .24 |
| Hunt | | .15 |

## MATTRESS MACHINERY

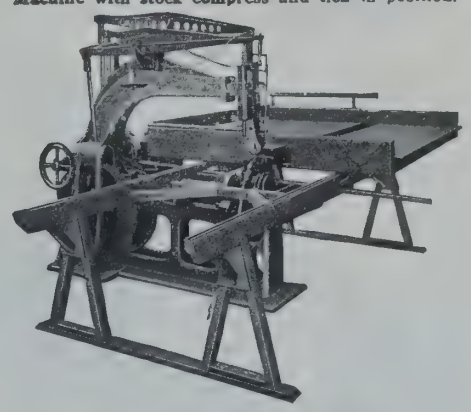
**(United Mattress Machinery Co.'s)**

**Verticle Top Filling Machine.**

Verticle Top Filling Machine, in position ready to compress stock ..... $1,500.00



**Machine with stock compress and tick in position.**



**Automatic Tufting Machine.**

Automatic Tufting Machine will tuft from 100 to 150 mattresses per day. Superior to hand-work. Works successfully on all kinds of mattresses, pads or heavy combinations square or diamond design. Is adjustable to all thicknesses of mattresses. Price, each.....$2,600.00

*Discount No.* 105—Boxed for Ocean shipment f.o.b. N. Y.

## GRINDING WHEEL STANDS.

**(Norton Company.)**

Grinding Wheel Stand—Type "Q."

**Note:—Prices of all floor and bench machines include heads but not wheels or countershafts.**

**Floor Stand—Type "Q."**

| Spindle | Size | Price |
|---|---|---|
| 1¼" | 14" | $172.50 |
| 1½" | 16" | 189.50 |
| 1¾" | 20" | 254.25 |
| 2" | 24" | 314.00 |

**Floor Stand—Type "P."**

| Spindle | Size | Price |
|---|---|---|
| 1¼" | 14" | $132.50 |
| 1½" | 16" | 149.50 |
| 1¾" | 20" | 204.00 |
| 2" | 20" | 279.50 |

**Bench Stand—Type "Q."**

| Spindle | Size | Price |
|---|---|---|
| ½" Furnished with | 6" | $29.00 |
| ⅝" Band Protected Hood | 8" | 64.00 |
| ¾" | 10" | 58.00 |
| 1" | 12" | 87.80 |
| 1¼" | 14" | 116.50 |

**Bench Stand—Type "P."**

| Spindle | Size | Price |
|---|---|---|
| ½" | 6" | $26.00 |
| ⅝" | 8" | 37.00 |
| ¾" | 10" | 60.50 |
| 1" | 12" | 81.50 |
| 1¼" | 14" | 99.50 |

**Complete catalogue free. Discount on Bench and Floor Grinding Machines furnished on application**

*Discount No.* 176.

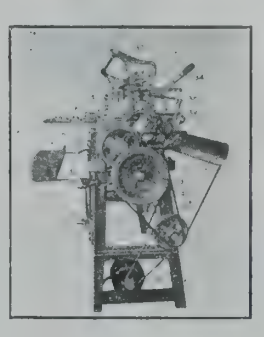
## PLEATING MACHINERY

CHANDLER SIDE BOX AND COMBINATION AUTOMATIC PLEATERS

(Chandler Machine Co.'s)

Chandler Side Box and Combination Automatic Pleaters are used by garment makers, pleaters, cleaners and dyers and modistes—the great pleating world. It is a universal pleating machine which makes both side and box pleats and numerous ombinations of fancy pleats or designs.

The operation of the machine is simplicity itself and complete instructions for assembly and operation" make it possible for ny one to turn out perfect pleating almost at once by using ust ordinary care.



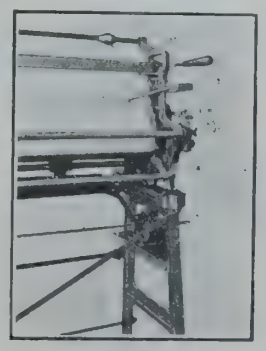
Automatic Spacer

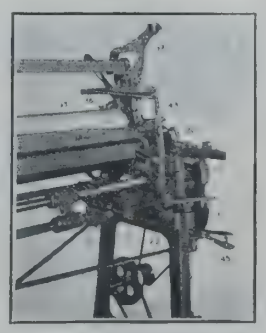
Outside Dial Attachment

"Side Pleating": Is made in seven different widths from ⅛-inch to ¾-inch inclusive, by setting the levers for each size as arked in the table.

"Box Pleating": Is made by the simple change of one lever nd using the same setting as for sizes of side pleating. The ox pleats are made in seven sizes and always double the idth of the side pleat.

"Combinations": Combination of side and box pleats, as well s "inverted" pleats, are made by setting the designs according o the "Instruction Sheet." The design is fixed by setting welve hardened steel pawls in the pawl folder at the left-front





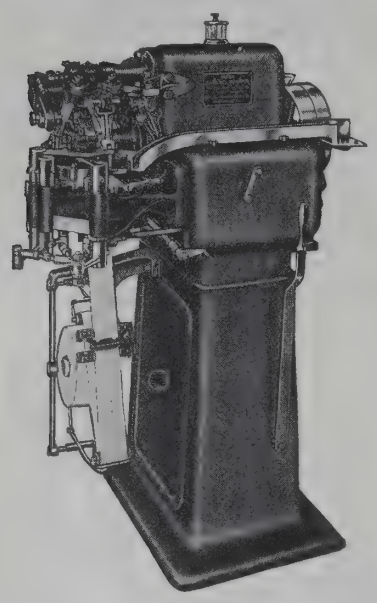
of the machine. Instructions outline basic designs, from which variations can easily be made to obtain any number of combinations. The Chandler Side Box and Combination Pleater does better everything possible with paper patterns, and many things which paper patterns cannot touch. It is built up to the highest standards of ruggedness and efficiency and is backed by an iron-bound guarantee of satisfaction.

64" Model F. A. 59" capacity, price.....$1,125.00
60" Model F. 55" capacity, price..... 1,075.00

*Discount No.* 100

## CARAMEL WRAPPING MACHINES

IDEAL CARAMEL WRAPPING MACHINES.
(Ideal Wrapping Machine Co.'s)



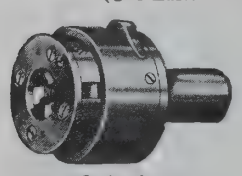
This special Ideal Caramel Wrapping Machine is for the manufacturer who desires maximum output with minimum labor cost. It has been successfully operated in leading candy factories for over fifteen years. It will cut and wrap from 1,200 to 2,000 pounds of material per day, depending upon the size of pieces, and requires two operators only, one to feed and one to pack the goods. It wraps at the rate of from 160 to 220 pieces per minute. It will automatically take care of a variation in thickness from ¼ inch to ¾ inch, which gives a wide range in count per pound as well as appearance of goods that may be wrapped on one machine.

It is substantially built and all parts may be easily duplicated. All cams and gears are enclosed and supplied with constant flow of oil when machine is in operation. All wrapping parts are accessible for cleaning and inspection. Occupies floor space with table of about 4 feet by 12 feet. Requires ½ H. P. motor. Parts are provided with relief to lessen damage to machine in case of accident. Weight of machine about 900 pounds. Weight of machine crated for shipment about 1,250 pounds. It will wrap equally well Caramels, Toffee, Pulled Goods, Butter Scotch, or anything of equal consistency. Price of special Ideal Caramel Wrapping Machine complete with Batch Feed Machine F. O. B. Cars, Middletown, New York, on application.

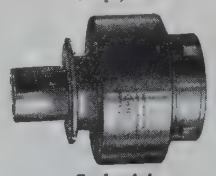
*Discount No.* 180.

## DIE HEADS

H. & G. SELF-OPENING DIE HEADS
(The Eastern Machine Screw Corp.)



Style A



Style AA

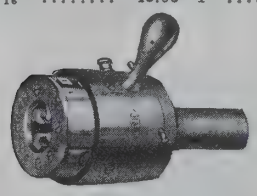
Style A is for automatic screw machines like the Cone, Gridley, National Acme, New Britain and Cleveland Multiple or for threading machines and bolt threaders in which the die head rotates.

| Size | Price | Size | Price | Size | Price |
|---|---|---|---|---|---|
| ¼" | $35.00 | 1¼" | $65.00 | 3" | $125.00 |
| ⅜" | 40.00 | 1½" | 70.00 | 4" | 200.00 |
| ½" | 40.00 | 2" | 85.00 | 5" | 250.00 |
| 1" | 50.00 | 2½" | 100.00 | | |

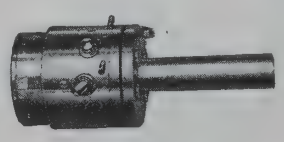
With yokes for Gridley Automatics add $10.00

**Style AA H&G die head is a modification of the Style A head** providing a yoke pull-off type of trip, designed to simplify its application to various kinds of machines such as drill presses, National Acme Automatics threaders and special automatics where the die rotates and the stock does not.

| Size | Price | Size | Price | Size | Price |
|---|---|---|---|---|---|
| ¼" | $40.00 | ⅝" | $45.00 | 1¼" | $72.50 |
| ⅜" | 45.00 | 1" | 55.00 | 1½" | 80.00 |



Style C

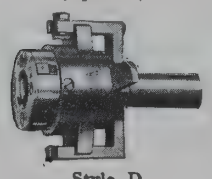


Style CC

Style C is for turret lathes, hand screw machines and similar machines in which the die head does not rotate.

| Size | Price | Size | Price | Size | Price |
|---|---|---|---|---|---|
| ⅝" | $50.00 | 2" | $100.00 | 4" | $225.00 |
| 1" | 60.00 | 2½" | 125.00 | 5" | 275.00 |
| 1½" | 80.00 | 3" | 150.00 | | |

Style CC specially designed for Cleveland Automatics and other machines where a longer adjustable pull-off is desired.
⅝ inch, price $60.00; 1 inch, price $70.00; 1½ inch, price $90.00; 2 inch, price $110.00



Style D

Style D specially designed for Brown and Sharpe Automatics. Can also be used on other machines such as Clevelands and small hand turret lathes.

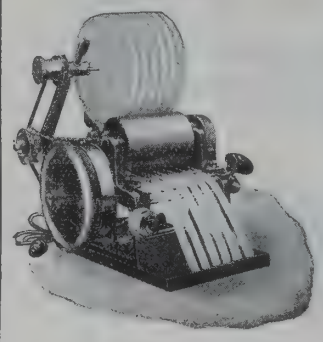
| Size | Price |
|---|---|
| ¼ inch for No. 00 | $40.00 |
| ⅜ inch for No. 0 | 50.00 |
| ⅝ inch for No. 2 | 60.00 |
| 1 inch for No. 4 | 70.00 |

H&G Threading Machines for second operation threading, designed to produce quality threads at high speeds and low cost. May be used as a bench machine or mounted on a pedestal as shown. Standard slide is of spindle and collet type. Special extra slide having open side jaws for long pieces. Price each $300.00 with extra slide add $50.00—extra collets or jaws $5.

H&G Threading Machine

## FABRIC MACHINERY

(Fabric Machine Co., Inc.)

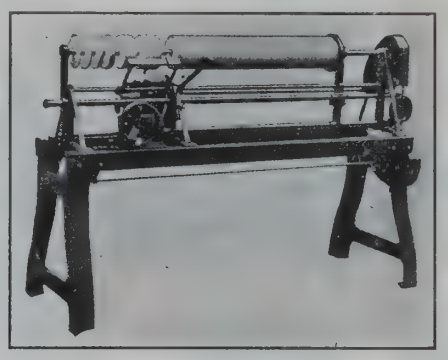


No. 2 Hot Roll Machine

No. 4 Winder

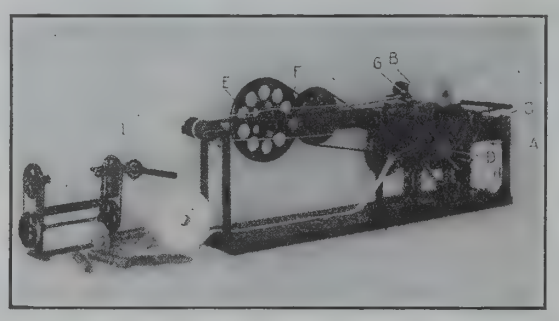
No. 2 Hot Roll Folding, Pressing, Measuring and Rewinding Machine—6 in. Standard, $225.00; 10 in. Standard, $300.00; 14 in. Standard, $350.00 each, complete with electric heated roll.

No. 4 Standard Winder—latest improved 40-inch winding machine with 100 yard indicator—40 in., $250.00; 50 in., $275.00; 60 in., $325.00· 70 in., $425.00 each.



No. 3 Standard Cutter

No. 3 Standard Cutter—Latest improved cutting machine for materials not exceeding 50 inches in width. 40 in., $375.00; 50 in., $425.00; 60 in., $525.00; 72 in., $625.00 each.

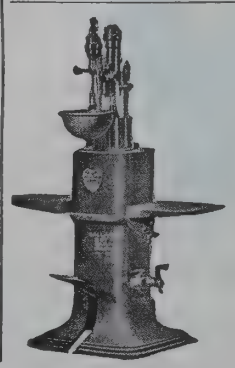


Spooling Machine

Universal Folding, Winding and Spooling Machine and Spooling Machine—handles all kinds of folds, bias or straight, by turning a screw. Price, complete with Electric Heated Roll, $275.00 each. When ordering advise electric current available.

*Discount No.* 229.

## BOTTLING MACHINES



"GALLAGHER" CROWN SODA BOTTLING MACHINE MODEL C

(Gallagher Bottle Capping Machinery Co.'s)

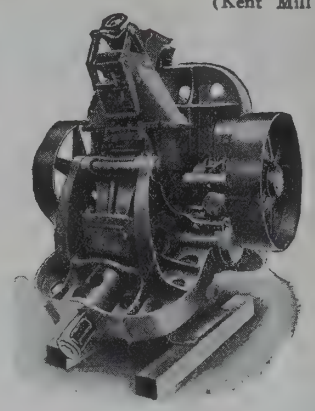
A quick filling foot-power bottle filling machine. A carbonic gas saver. Better carbonation in bottles. Fitted with crank gear attachment.

Price, each.....$200.00
F.O.B. factory, Lynn, Mass. Boxing for export, $3.00 net, extra.

*Discount No.* 181.

## PULVERIZERS, SEPARATORS & SCREENS

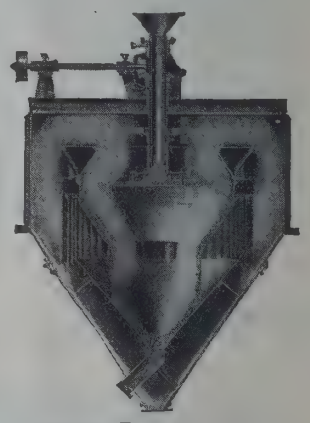
(Kent Mill Co.'s)



Maxecon Mill

Maxecon Mill for pulverizing cement, gypsum, limestone, phosphate rock and other materials, requires 25 to 50 H.P. Size 6 ft. 10 in. high by 6 ft. 2 in. wide x 6 ft. 10 in. long. Net weight about 12,000 pounds. Gross weight about 12,500 pounds. Ships skidded and unprotected, except loose parts boxed as about 320 C.F. Price each, $5,000. Price includes our usual packing and delivery to dock or cars, N. Y.

American Filter Air Separator for fine separating. Requires 3 to 5 H.P. Size 9 feet diameter by 14 feet high. Net weight about 6,000 pounds. Gross weight about 8,000 pounds, as packed for export, shipping bulk about 400 C.F. Export Price, each $3,000. Packing charges, $300; includes delivery to dock or car N. Y.



American Filter Air Separator

Perfectecon Screen Separator

Perfectecon Screen Separator for course dust screening. Requires 1 to 2 H.P. Size 10 feet high by 9 feet wide, by 7 feet deep. Net weight about 3,000 pounds. Gross weight about 4,500 pounds, as packed for export, shipping bulk about 280 C.F. Price each, $1,500. Price includes export packing and delivery to dock or cars, N. Y.

*Discount No.* 201.

## NUTS

PERMA-TITE SELF LOCKING NUTS
(Industrial Lock Nut Co.'s)
LIST PRICE U.S.S. and S.A.E. STANDARD SEMI-FINISHED HEXAGON PERMA-TITE SELF-LOCKING NUTS

| | | Per 100 |
|---|---|---|
| ¼ | S.A.E. | $3.92 |
| ⅜ | S.A.E. | 4.00 |
| ⅜ | S.A.E. | 4.77 |
| ⅞ | S.A.E. | 5.15 |
| ½ | S.A.E. | 6.45 |
| ⅝ | S.A.E. | 7.90 |
| ⅝ | S.A.E. | 9.60 |
| ¾ | S.A.E. | 11.00 |
| ¼ | S.A.E. | 12.25 |
| ⅞ | S.A.E. | 14.20 |
| 1" | S.A.E. | 18.40 |

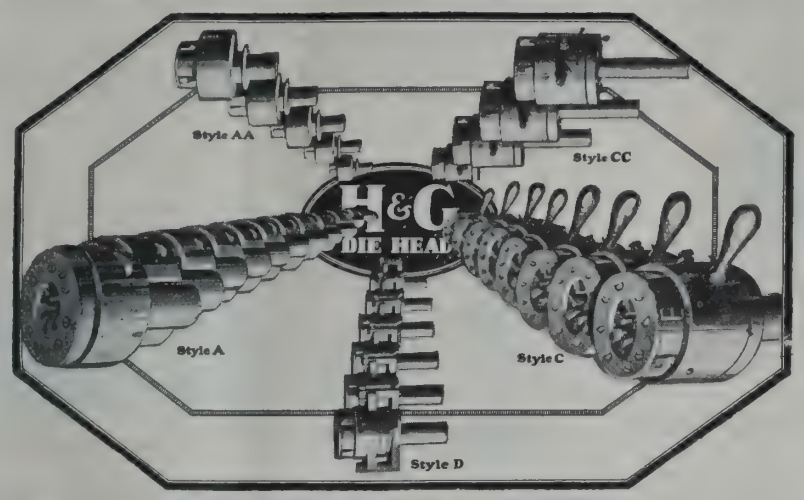
¼ to ⅝ 100 per Box.

| | | |
|---|---|---|
| ¼ | U.S.S. | $4.00 |
| ⅜ | U.S.S. | 4.65 |
| ⅜ | U.S.S. | 5.65 |
| ⅞ | U.S.S. | 6.50 |
| ½ | U.S.S. | 7.50 |
| ⅝ | U.S.S. | 9.50 |
| ⅝ | U.S.S. | 10.90 |
| ¾ | U.S.S. | 13.90 |
| ¾ | U.S.S. | 14.40 |
| ⅞ | U.S.S. | 16.80 |
| 1" | U.S.S. | 21.00 |

¼ to 1" 50 per Box

Special 1,000 Nut assortment counter display—List Price, $65.00. Packed for ocean shipment, F. O. B. cars N. Y. C

*Discount No* 6




## SIZES AND STYLES OF H & G SELF-OPENING DIE HEADS FOR ALL STANDARD MACHINES ON WHICH THREADS ARE CUT

H & G Self-opening Die Heads have been adopted by nearly all of the prominent American automobile manufacturers and by other large manufacturers cutting screw threads in quantity.

H & G Die Heads are noted for accuracy of threads cut, endurance of chasers, positive opening action and for general dependability and efficiency.

There are sizes and styles of H & G Die Heads for all machines on which threads are cut in quantity. *All styles* of heads of a given size or capacity take the *same chasers*, thus simplifying chaser stock. These features make it possible to standardize on a single make of Die Head for all machines.

## THE EASTERN MACHINE SCREW CORPORATION

*Manufacturers of H & G Die Heads*

NEW HAVEN, CONNECTICUT, U.S.A.

*Foreign Agents*

Selson Engineering Company, Ltd., 26 Charles Street, London, E. C. 1, England.

F. G. Kretschmer & Co., Frankfurt a. M., Rodelheim, Westerbachstr, 46-48, Chas. E. Young, 66 Clarence Street, Sydney, Australia.

Arthur Jackson Machine Tool Company, 32 Front Street, West, Toronto 2, Ontario, Canada.

*Established 1906* *Established 1906*

## Wraps 240 Pieces per Minute According to Size

*That is the output of the*

# IDEAL Wrapping Machines

No need for us to tell the experienced manufacturer what such production speed means in dollars and cents.

Machines have been in use for twenty-two years. The record tells the story.

*Ask for Details*

THE

## IDEAL Wrapping Machine Co.

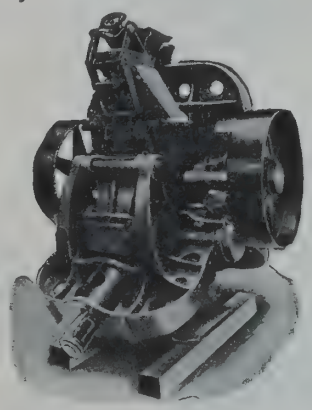
MIDDLETOWN, N. Y., U. S. A.

## KENT MILL COMPANY

10 Rapelye Street Brooklyn, N. Y. U. S. A.

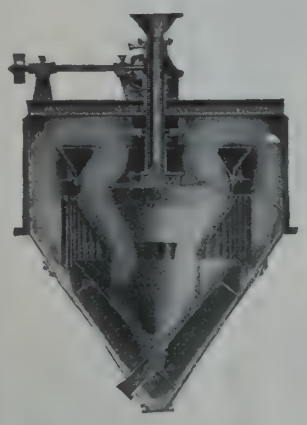
## Maxecon Mill

for economical rock pulverizing



## American Filter Air Separator

for low cost fine dust separating



## Perfectecon Screen

for cheap, coarse, dust screening

## FABRIC HANDLING MACHINERY

FOR EXPORT

HOT ROLL MACHINES, HEAVY DUTY CUTTERS
STANDARD CUTTERS
STANDARD WINDERS SPOOLING MACHINES

NO. 4 WINDER

These machines are used by the corset and brassiere trades, clothing and dress shops, knitwear plants, general rayon manufacturing plants, and also on felts, canvas, imitation leathers, automobile body trimming materials, rubber goods, etc.

MANUFACTURED BY

## THE FABRIC MACHINE COMPANY, Inc.

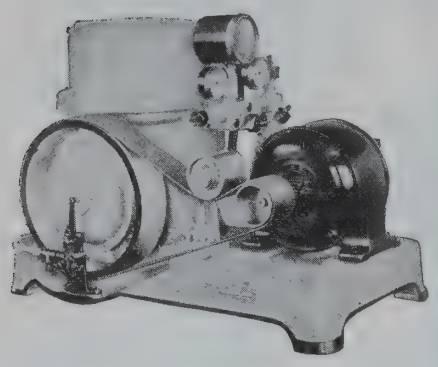
SUCCEEDING A. L. ADAMS

307 Center Street Bridgeport, Conn., U. S. A.

SEE PRICE CURRENT THIS JOURNAL

## REFRIGERATING MACHINERY

LIPMAN AUTOMATIC REFRIGERATION
(General Refrigeration Co.'s)



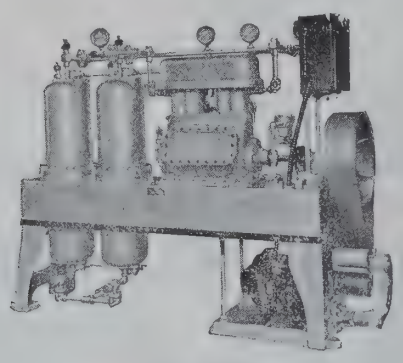
Model 50-G

Model 50-G—For large households and small commercial installations. Capacity equal to the melting effect of 500 pounds of ice in twenty-four hours. Complete with ½ H.P., 110 volt, 60 cycle, single phase motor, Con-Tac-Tor thermostat, expansion valve, flanged valves, scale trap and Lipman Sharp Freezercoil assembly No. 03 with ice cube trays.

Model 75—For butchers, grocers, florists and other commercial purposes. Capacity equal to the melting effect of 750 pounds of ice in twenty-four hours. No coils or ice trays included. Otherwise, the same as Model 50-G.

Model 100—Complete with electric controller; belt; Con-Tac-Tor thermostats, automatic expansion valve; two scale traps; two flanged valves. Capacity equals the melting effect of 1000 pounds of ice in twenty-four hours.

Model 150—Completely equipped same as Model 100. Capacity equals the melting effect of 1500 pounds of ice in twenty-four hours.



Model 420

Model 200—Completely equipped same as Model 100. Capacity equals the melting effect of 2000 pounds of ice in twenty-four hours.

Model 420—Completely equipped same as Model 100. Capacity equals the melting effect of 4200 pounds of ice in twenty-four hours.

NOTE:—Models 50-G and 75 only are shipped equipped with motors; standard equipment single phase sixty cycle.

Prices vary according to model required and equipment supplied.

*Discount No.* 185

## HOSE CLAMPS

STAMPED HOSE CLAMPS
(J. R. Clancy, Inc.)

Hose Clamps for:

Garden Hose { ¼ inch 3 ply; ⅜ " 2, 3 or 4 ply; ½ " 2, w, 3, 4 or 5 ply — 16c per doz. net; ⅝ " 2, 3 or 4 ply; ¾ " 2, 3, 4 or 5 ply — 18c per doz. net }

Hydrant Hose, 1 inch, 2, 3, 4 or 5 ply.....36c per doz. net

| Inch | Ply | Per Doz. | Inch | Ply | Per Doz. |
|---|---|---|---|---|---|
| 1¼ | 2 | $2.50 | 1¼ | 3 | $2.50 |
| 1¼ | 4 | 2.50 | 1¼ | 5 | 2.50 |
| 1½ | 2 | 3.00 | 1½ | 4 | 3.00 |
| 1½ | 3 | 3.00 | 1½ | 5 | 3.00 |
| 1¾ | 3 | 3.50 | 1¾ | 4 | 3.50 |
| 2 | 3 | 4.00 | 2 | 5 | 4.00 |
| 2 | 4 | 4.00 | 2¼ | 3 | 5.50 |
| 2¼ | 4 | 5.50 | 2¼ | 5 | 5.50 |
| 2½ | 3 | 7.00 | 2½ | 5 | 7.00 |
| 2½ | 4 | 7.00 | 2¾ | 4 | 8.50 |
| 3 | 3 | 10.00 | 3 | 4 | 10.00 |
| 3 | 5 | 10.00 | | | |

*Discount* 70 *and* 10%

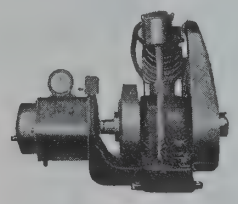
STEAM HOSE CLAMPS

| Inch | Ply | Per Doz. | Inch | Ply | Per Doz. |
|---|---|---|---|---|---|
| ½ | 3 | $1.00 | 1¼ | 4 | $3.00 |
| ½ | 4 | 1.00 | 1¼ | 5 | 3.00 |
| ½ | 5 | 1.00 | 1¼ | 6 | 3.00 |
| ½ | 6 | 1.00 | 1½ | 4 | 3.50 |
| ¾ | 3 | 1.50 | 1½ | 5 | 3.50 |
| ¾ | 4 | 1.50 | 1½ | 6 | 3.50 |
| ¾ | 5 | 1.50 | 2 | 4 | 5.50 |
| ¾ | 6 | 2.00 | 2 | 5 | 5.50 |
| 1 | 3 | 2.50 | 2 | 6 | 5.50 |
| 1 | 4 | 2.50 | 2¼ | 4 | 7.00 |
| 1 | 5 | 2.50 | 2¼ | 5 | 7.00 |
| 1 | 6 | 2.50 | 2¼ | 6 | 7.00 |

*Discount* 65, 5 *and* 10%

## LIGHTING PLANTS

De Luxe Lighting Plants
(Kintzing Loom Mfg. Co.'s)



De Luxe Lighting Plant for Campers, Motor Boats, Cottages and Farms. All models are equipped with magneto and governor.

MODEL C. O. .....$75.00
6 Volt, 60 to 120 Watts. Engine and generator to connect to battery of auto, clamp on running board. 80 A. H. battery, $10.00 extra.

MODEL C. O. T. .....$80.00
12 Volt, 150 Watts. Engine and generator to connect to battery of automobile, clamp on running board. 120 A. H. battery, $20.00 extra.

MODEL C. A. .....$200.00
32 Volt, 300 Watts, 110 A. H.

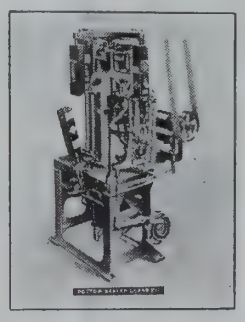
MODEL C. B. .....$250.00
32 Volt, 750 Watts, 110 A. H.

MODEL C. C. .....$325.00
32 Volt, 1200 Watts, 110 A. H.

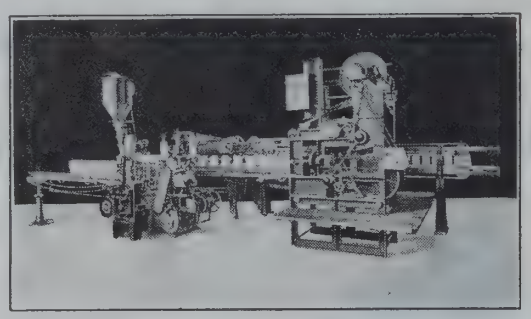
*Discount No.* 113 on application

## PACKAGING EQUIPMENT

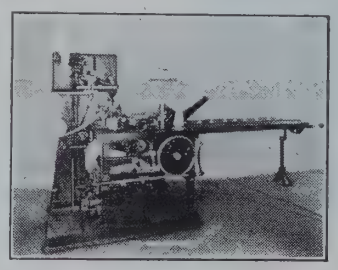
PNEUMATIC AUTOMATIC PACKAGING MACHINES
(Pneumatic Scale Corp., Ltd.)



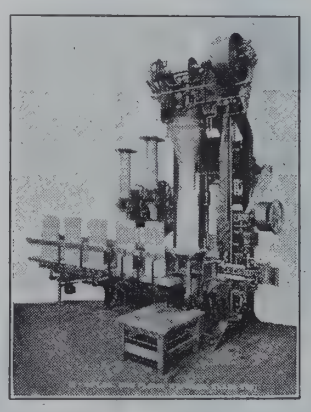
Combined unit automatic Carton Feeding, Bottom Sealing, Bag Lining, Weighing and Filling machines. Capacity 1800 complete packages per hour. One attendant. Various arrangements to suit varying conditions.



Automatic Carton Sealing Machine. Operated alone or as part of complete packaging unit. Capacity 1800 per hour. One operator



Automatic Tea Ball Machine. Takes gauze from roll, cuts to size, fills correct amount of tea. Ties bag and attaches tag. All operations completely automatic. One operator. Production 80 complete tea balls per minute.



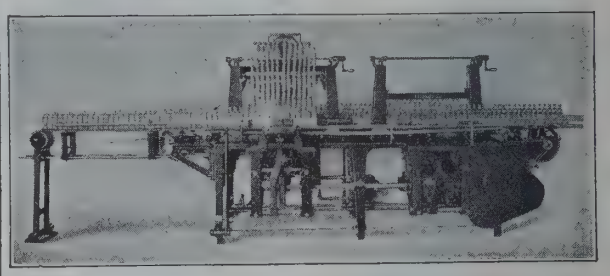
Automatic Bag Filling Machine. For automatically weighing and filling flour and other materials of a similar character into cloth or paper bags. Output from 6 to 20 bags per minute according to size and weight.

The machines illustrated above are four of a complete line of packaging equipment manufactured to take care of every carton and can packaging need, also a complete line of bottle filling and capping equipment.

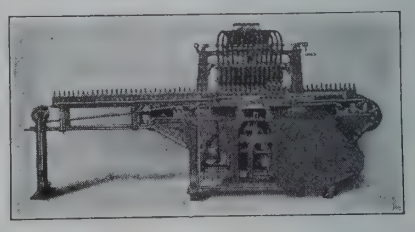
Quotations f.o.b. shipping point and special to cover each individual requirement.

## BOTTLE AND CAN FILLING MACHINES

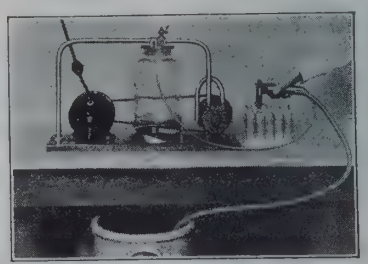
STANDARD AUTOMATIC VACUUM FILLING MACHINES
(Pneumatic Scale Corp., Ltd.)



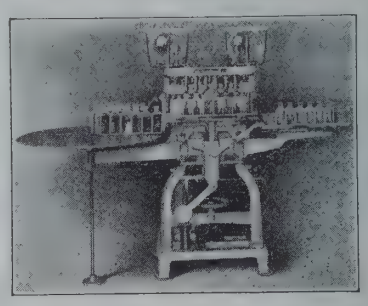
**Automatic Combined Vacuum Filling & Corking Machine—2 operators—daily capacity 10,000 to 40,000—floor space 3½'x14'.**



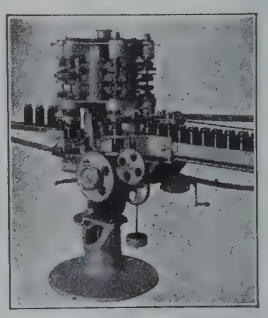
**Automatic Vacuum Filling Machine—1 operator—daily capacity 10,000 to 40,000—floor space 3½'x11'.**



**Portable Bench Type Vacuum Filling Machine—1 operator—daily capacity 2,500 to 8,000—floor space 9"x18".**



**Semi-Automatic Vacuum Filling Machine—1 operator—daily capacity 5,000 to 20,000—floor space 2'x4'—made portable if desired—equipped with rotary table, square shelf or motor driven corking wheel conveyor.**



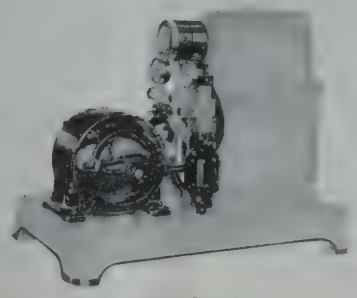
**Automatic Screw Capping Machine—1 operator—daily capacity 10,000 to 40,000—floor space 3'x3'—will apply any screw or threaded cap.**

The outstanding advantages of filling bottles or cans by vacuum are that each container is filled uniformly and to any predetermined height desired. All containers are filled clean and without drip, or overflowing, or soiling the outside of containers. Containers are delivered properly filled and clean. Labeled containers can be filled with absolute safety. Leaky containers are automatically skipped and not filled. Eliminates waste of liquid and increases production at great savings. Fills any shape container and handles any kind of liquid or semi-liquid. Durable, easily cleaned and quickly adjusted.

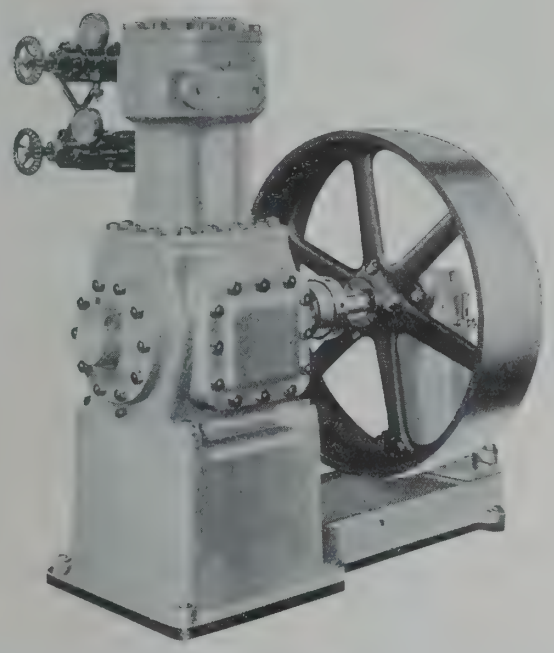
*Quotations f.o.b. shipping point and special to cover each individual requirement.*

A *Times* Tokyo special says income tax returns show Japan's richest man, Baron Hisaya Iwasaki, head of Mitsubishi Co., has annual income of $2,154,000 and pays tax of $621,000.

# In Every Land—Lipman Refrigeration—For Every Need



MODEL 75



MODEL 3000-4000

All over the world, the Lipman is supplying the demand for Full Automatic

## ELECTRIC REFRIGERATION

The Lipman is the pioneer in the field of Full Automatic Electric Refrigeration, and constant improvement has enabled it to maintain its leadership throughout the years.

The smaller machines are full automatic and completely self-contained; the larger machines are exceedingly compact, and have either full-automatic, semi-automatic, or manual control, as specified.

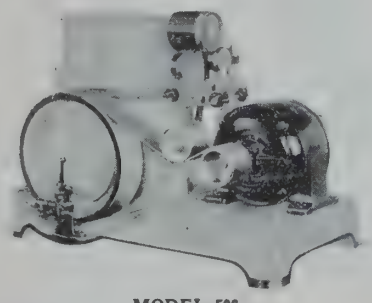
There is a size for every commercial purpose, but only one quality—the best. Write us for full information.

*DEALERS: Write or Cable for our attractive Dealer Plan.*

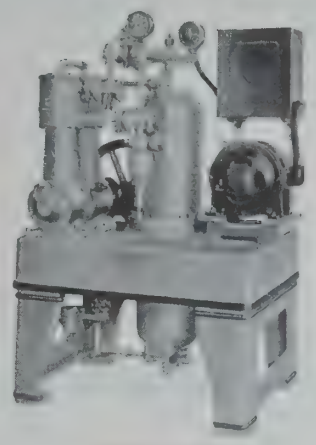
Address all Communications to Department C10

## General Refrigeration Company

**Beloit, Wisconsin, U. S. A.**



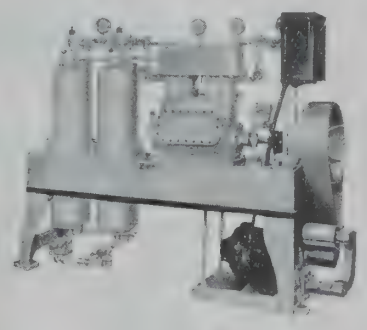
MODEL 506



MODEL 200

The dry constant cold of the mountain top

AUTOMATIC ELECTRIC REFRIGERATION



MODEL 420

# AUTOMATIC PACKAGING MACHINERY

*For Handling, Weighing, and Packaging all Dry, Free-Flowing Materials, Liquids, and Semi-Liquids.*

Correspondence Respectfully Solicited *by*

**PNEUMATIC SCALE CORP. *Limited***

**NORFOLK DOWNS MASS. . .U.S.A.**

SINCE 1894

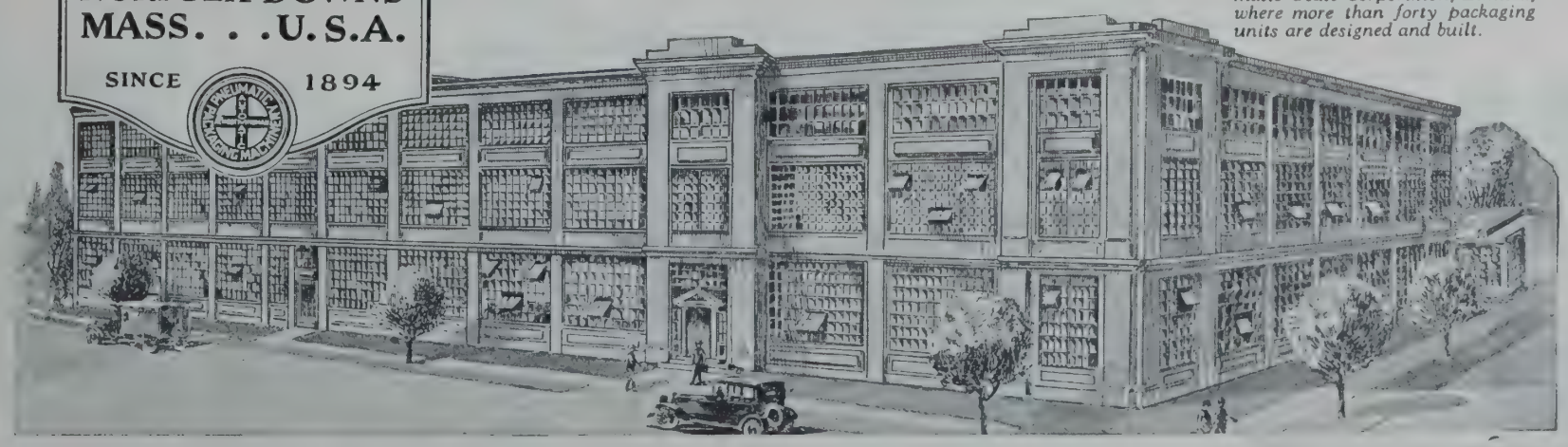
### STANDARD VACUUM FILLING MACHINERY

Highest development in suction (vacuum) filling machinery avoiding fumes, waste, and agitation of the liquid. Complete line comprising fully automatic, semi-automatic and hand operated machines; also corking and sealing equipment.

### "PNEUMATIC" AUTOMATIC PACKAGING MACHINERY

Carton opening, lining, filling and weighing, wrapping (both tight and loose) and labeling machinery—fully automatic, and designed and built to form a complete automatic packaging *system* for handling all dry free flowing materials.

*Main Office and Factory of Pneumatic Scale Corporation, Limited, where more than forty packaging units are designed and built.*



## DRILLS, TAPS AND REAMERS

(Morse Twist Drill & Machine Co.'s)
No. 302, Morse Taper Shank Twist Drill

Suitable for drilling metal and celebrated for the rapid and thorough manner in which the chips are cleared from the hole.

| Diameter Inches | Price Each | Whole Length Inches | Twist Cut Inches | Morse Taper Shank |
|---|---|---|---|---|
| 1/16 | $0.45 | 5 1/8 | 2 1/16 | |
| 5/64 | .50 | 5 3/4 | 2 1/16 | |
| 3/32 | .70 | 6 3/8 | 3 1/16 | No. 1 |
| 7/64 | .80 | 6 3/4 | 3 1/16 | |
| 1/8 | 1.20 | 7 3/4 | 4 1/16 | |
| 3/16 | 2.00 | 9 3/4 | 5 7/8 | No. 2 |

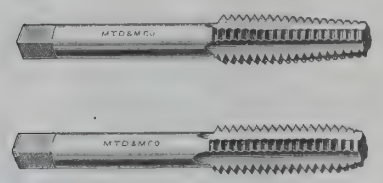
Carried in stock from 1/8 to 3 1/2 inch sizes from 1 mm. to 76 mm. by 1/2 mm.

No. 330, Straight Shank Drills
For general machine shop use

| Diameter Inches | Per Dozen | Whole Length Inches | Twist Cut Inches |
|---|---|---|---|
| 1/16 | $1.60 | 2 1/2 | 1 1/4 |
| 5/64 | 1.65 | 2 5/8 | 1 3/8 |
| 3/32 | 1.70 | 2 3/4 | 1 1/2 |
| 1/8 | 1.80 | 3 | 1 11/16 |
| 3/16 | 2.25 | 3 1/2 | 2 1/16 |
| 1/4 | 3.25 | 4 | 2 3/4 |

Carried in stock from 1/32 to 1/2".

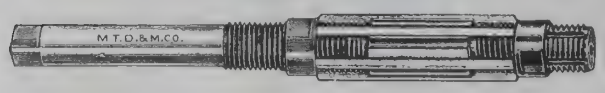
No. 1040 Machinists' Hand Taps



| Diameter Inches | Price Each | Price Per set | U.S.S. | Number of Threads to inch regularly furnished S.A.E. St'd. | Whitworth St'd. | Whole Length Inches |
|---|---|---|---|---|---|---|
| 1/4 | $0.40 | $1.20 | 24 | — | 24 | 2 3/8 |
| 1/4 | .45 | 1.35 | 20 | 28 | 20 | 2 1/2 |
| 1/2 | .70 | 2.10 | 13 | 20 | 12 | 3 1/2 |
| 3/4 | 1.20 | 3.60 | 10 | 16 | 10 | 4 1/4 |
| 7/8 | 1.60 | 4.80 | 9 | 14.18 | 9 | 4 11/16 |
| 1 | 2.00 | 6.00 | 8 | 14 | 8 | 5 1/8 |

Above Taps in stock from 1/4 to 2 1/2 inches in U. S. S. and Whitworth Threads, Taper Plug and Bottoming Shapes. Sold singly or in sets.

No. 728 Adjustable Reamers



| Size Letter | Price Each | Range of Adjustment Minimum | Range of Adjustment Maximum | Whole Length | Length of Blades |
|---|---|---|---|---|---|
| A | $4.50 | 15/32 | 17/32 | 5 1/2 | 1 11/16 |
| B | 4.50 | 17/32 | 19/32 | 5 3/4 | 1 13/16 |
| C | 4.75 | 19/32 | 21/32 | 6 1/2 | 2 1/4 |
| D | 4.75 | 21/32 | 23/32 | 6 3/4 | 2 1/4 |
| E | 5.00 | 23/32 | 25/32 | 7 | 2 5/16 |
| F | 5.00 | 25/32 | 27/32 | 7 1/2 | 2 13/16 |
| G | 5.50 | 27/32 | 15/16 | 8 | 3 |
| H | 5.80 | 15/16 | 1 1/16 | 9 | 3 1/4 |
| I | 7.00 | 1 1/16 | 1 3/16 | 10 | 3 3/4 |
| J | 8.00 | 1 3/16 | 1 11/32 | 11 | 3 11/16 |
| K | 10.00 | 1 11/32 | 1 17/32 | 12 | 4 1/16 |
| L | 11.50 | 1 17/32 | 1 25/32 | 14 | 4 3/4 |
| M | 15.00 | 1 25/32 | 2 3/32 | 16 | 5 |

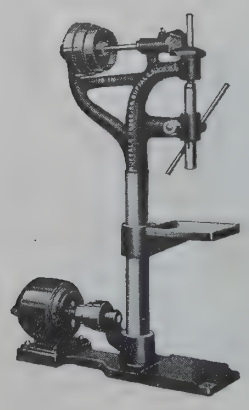
The six tapered blades slide lengthwise in the body slots and are firmly held by the two collars in the position that gives the size desired. No special wrench is needed.

*Discounts on Application*—Freight Paid to New York

The above list prices are subject to change without notice.

## BLACKSMITH'S TOOLS

(Buffalo Forge Co.)

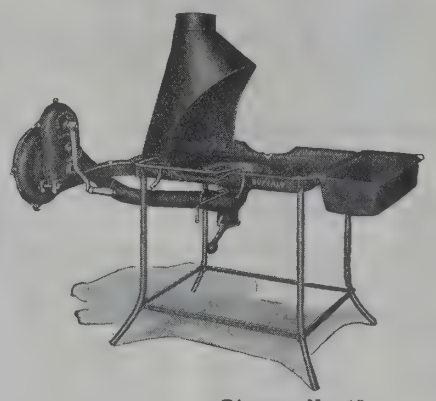


Buffalo 10" 3 speed motor driven bench drill-one piece frame, machined table base, upper cone pulley between bearings instead of overhung. Special set of cone pulleys fastened directly to motor shaft. These pulleys are belted to upper cone pulleys. Packed in case measuring 37x26x10". Gross weight, 180 lbs. Net weight, 145 lbs. 1/4 horse power motor. Price $70.00.

*Discount No.* 17

## BLACKSMITH'S TOOLS

Buffalo Garage & Repair Forge No. 235 H.



No. 235 H. One piece, seamless, steel hearth, round tuyere iron with revolving clinker-breaking valve. Stronger, better and more serviceable than any other sheet metal hearth forge. Packed in case measuring 39x34x14". Net weight, 144 lbs. Gross weight, 233 lbs. Price $31.50.

*Discount No.* 15.

## EXPANSION REAMERS

(C. W. Tool Co.'s)

"MODEL 22 SUPER-SIX" EXPANSION REAMER
Price List

| Size | Diameter, Inches | Length of Blade, Inches | Length Over all, Inches | Price Each | Price Ready Ground Blades Set of Six | Price Extra Nuts, Each |
|---|---|---|---|---|---|---|
| A | 15/32 expands to 17/32 | 1 11/16 | 5 1/2 | $ 4.50 | $1.80 | $ .30 |
| B | 17/32 " " 19/32 | 1 13/16 | 5 3/4 | 4.50 | 1.80 | .30 |
| C | 19/32 " " 21/32 | 2 1/4 | 6 1/2 | 4.75 | 1.80 | .30 |
| D | 21/32 " " 23/32 | 2 1/4 | 6 3/4 | 4.75 | 1.80 | .30 |
| E | 23/32 " " 25/32 | 2 5/16 | 7 | 5.00 | 2.10 | .35 |
| F | 25/32 " " 27/32 | 2 3/4 | 7 1/4 | 5.00 | 2.10 | .35 |
| G | 27/32 " " 15/16 | 3 | 8 | 5.50 | 2.40 | .40 |
| H | 15/16 " " 1 1/16 | 3 1/4 | 9 | 5.80 | 2.40 | .40 |
| I | 1 1/16 " " 1 3/16 | 3 3/4 | 10 | 7.00 | 2.70 | .45 |
| J | 1 3/16 " " 1 11/32 | 4 1/4 | 11 | 8.00 | 2.70 | .45 |
| K | 1 11/32 " " 1 17/32 | 4 1/2 | 12 | 10.00 | 3.30 | .50 |

Set A to H, in Handsome Wooden Box, Price ..... $39.80
Set A to K, in Handsome Wooden Box, Price ..... 64.80

In ordering extra blades be sure to specify size stamped on shank of reamer.

Individual Sizes
*Discount No.* 98.
Reamers in Sets
*Discount No.* 112.

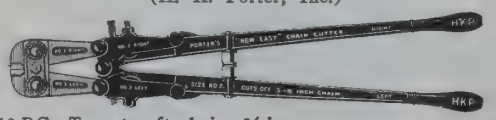
SUPER SPIRAL SIZES

| No. | Diameter | Price | No. | Diameter | Price |
|---|---|---|---|---|---|
| 625 | 5/8" | $ 7.00 | 984 | 63/64" | $11.80 |
| 656 | 21/32" | 7.30 | 1000 | 1" | 11.80 |
| 668 | .668" | 7.70 | 1031 | 1 1/32" | 12.20 |
| 687 | 11/16" | 7.70 | 1062 | 1 1/16" | 12.60 |
| 718 | 23/32" | 8.00 | 1093 | 1 3/32" | 13.10 |
| 734 | 47/64" | 8.40 | 1125 | 1 1/8" | 13.60 |
| 738 | .738" | 8.40 | 1156 | 1 5/32" | 14.10 |
| 740 | .740" | 8.40 | 1187 | 1 3/16" | 14.60 |
| 750 | 3/4" | 8.40 | 1218 | 1 7/32" | 15.60 |
| 781 | 25/32" | 8.80 | 1225 | 1.225" | 15.60 |
| 812 | 13/16" | 9.20 | 1234 | 1 15/64" | 15.60 |
| 843 | 27/32" | 9.60 | 1250 | 1 1/4" | 15.60 |
| 850 | .850" | 10.00 | 1281 | 1 9/32" | 16.60 |
| 856 | .856" | 10.00 | 1312 | 1 5/16" | 16.60 |
| 859 | 55/64" | 10.00 | 1343 | 1 11/32" | 18.00 |
| 865 | .865" | 10.00 | 1375 | 1 3/8" | 18.00 |
| 875 | 7/8" | 10.00 | 1406 | 1 13/32" | 20.00 |
| 906 | 29/32" | 10.40 | 1437 | 1 7/16" | 20.00 |
| 937 | 15/16" | 10.80 | 1468 | 1 15/32" | 22.00 |
| 968 | 31/32" | 11.30 | 1500 | 1 1/2" | 22.00 |

These prices include proper export packing, F. O. B. New York City.
Individual Sizes
*Discount No.* 86.

## CHAIN CUTTERS

(H. K. Porter, Inc.)



| | |
|---|---|
| No. 10-RC—To cut soft chain, 1/8-in. | $3.50 |
| No. 10-HC—To cut case hardened chain, 1/8-in. | 3.90 |
| No. 14-RC—To cut soft chain, 5/32-in. | 3.75 |
| No. 14-HC—To cut case hardened chain, 5/32-in. | 4.15 |
| No. 0-RC—To cut soft chain, 1/4-in. | 4.75 |
| No. 0-HC—To cut case hardened chain, 1/4-in. | 5.25 |
| No. 1-RC—To cut soft chain, 5/16-in. | 6.00 |
| No. 1-HC—To cut case hardened chain, 5/16-in. | 6.65 |
| No. 2-RC—To cut soft chain, 3/8-in. | 8.00 |
| No. 2-HC—To cut case hardened chain, 11/32-in. | 8.90 |
| No. 3-RC—To cut soft chain, 1/2-in. | 10.00 |
| No. 3-HC—To cut case hardened chain, 7/16-in. | 11.10 |
| No. 4-RC—To cut soft chain 5/8-in. | 15.00 |
| No. 4-HC—To cut case hardened chain, 1/2-in. | 16.65 |

BENCH CUTTER

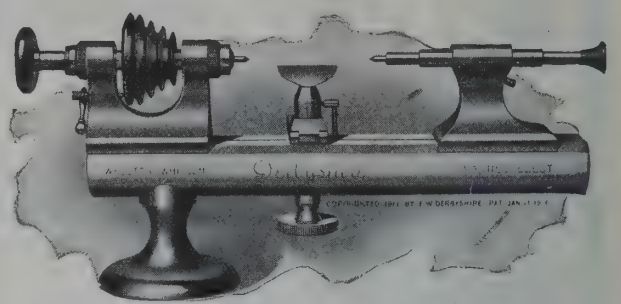
No. 0 Porter's Bench Cutter
To cut 5/16-in. round soft steel ..... $ 7.00

*Discount No.* 277.

## LATHES

DERBYSHIRE SMALL AND WEBSTER-WHITCOMBE LATHES.

(F. W. Derbyshire's)



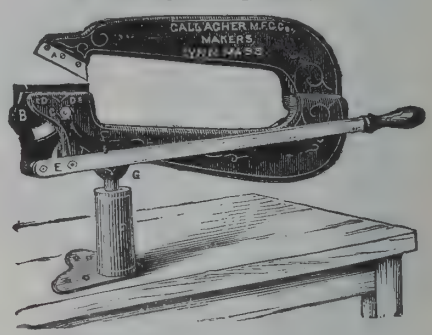
| | |
|---|---|
| Model 11 Derbyshire Small Lathe with 2 Chuck Combination, with plain tailstock and center, length of bed 12 inches, price each | $75.00 |
| Webster-Whitcombe Lathe with 2 Chuck Combination, with plain tailstock and center, length of bed 11 inches, price each | 75.00 |
| Lathe with 2 Chuck Combination and Combination Tailstock, each | 106.25 |
| Model 12 Lathe with 2 Chuck Combination, price each | 81.25 |
| Model 15 Lathe with 2 Chuck Combination, price each | 112.50 |
| Wire Chucks, each $2.20, Wheel Chucks, each | 2.20 |
| 3-Slided Slide rest, price each | 60.00 |
| 2-Slided Slide rest, price each | 47.50 |
| Universal Face Plate, price each | 18.75 |
| Jeweling Rest with Caliper, Cross Feed, Screw, and Depthing Device, price each | 68.75 |

Derbyshire Small and Webster-Whitcombe Lathes, chucks and attachments are the same standard.

*Discount No.* 58.

## METAL CUTTING SHEARS

(Gallagher Mfg. Co.'s)



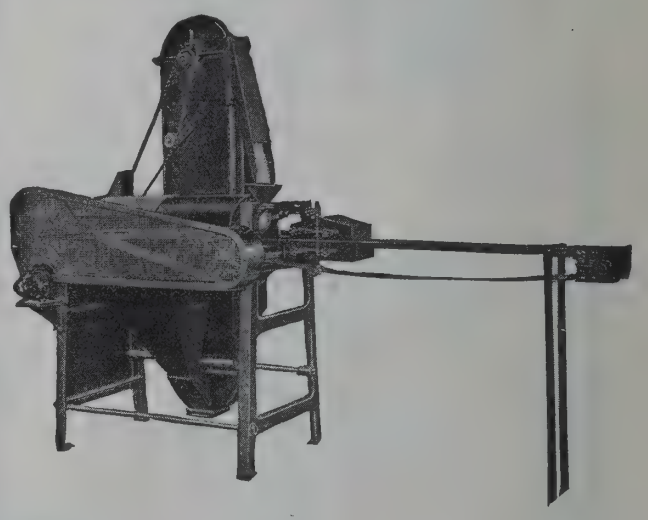
| | |
|---|---|
| Shear No. 1 will cut stock up to 20 gauge iron or soft steel of any width. List Price | $32.00 |
| Shear No. 2 will cut stock up to 14 gauge iron or soft steel to the centre of 32 in. sheet. List Price | $58.00 |
| Shear No. 3 will cut stock of the same material as No. 2, cutting to the center of a 49 in. sheet. List Price | $69.00 |
| Sheet No. 4 will cut material up to 3-32 in. thick, to the centre of a 50 in. sheet. List Price | 155.00 |

Shears No. 2 and No. 3 have adjustable top knife for rapidity in cutting circles or splitting, as by slacking nut A and dropping point C for cutting circles, and slacking same nut 2nd dropping point B for splitting. In addition to above we make Nos. 2 and 3 Special for cutting corrugated metals for buildings.

*Discount No. 45 on all sizes, F. O. B. Lynn, Mass. No extra charge for boxing.*

## SUGAR SANDING MACHINES

(Sugar Sanding Machine Co.'s)



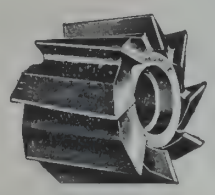
Sugar Sanding Machines for Sugar Sanding Gum Drops, hard candies, etc. Will sugar all kinds of gum drops, jellies and hard candies positively eliminates the entire cost of labor.

It occupies a floor space of 2x10 feet and no table is required. It requires only one quarter horse power. There is no sugar left over at the end of days work. It saves 3 to 5 thousand dollars per year in labor. This machine will handle goods as soft as can come through mogul. Price (each) ..... $1,485.00

*Discount No.* 100 *f.o.b. Baltimore, Md.*

THE fine goods section of cotton industry, embracing more than two-thirds of mills in country, adopts program limiting production in first nine months of 1928 to 80 per cent of normal, with 20 per cent curtailment, to start immediately.

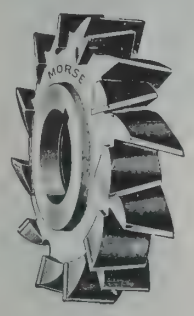
# MORSE



The Great success of the Tools made by the

**MORSE**
TWIST DRILL & MACHINE CO.

is due to the method of manufacture, particularly the precise heat treatment and painstaking inspection that assures the Quality of every tool.




For Prices and Discounts see Price Current this Journal.

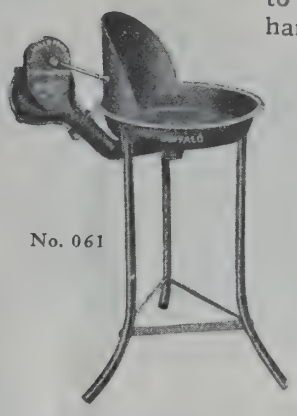
**MORSE**
TWIST DRILL & MACHINE CO.
NEW BEDFORD, MASS., U.S.A.

## Makers of Quality Tools Since 1864

Cable Address
"Morse New Bedford"

# "Buffalo" for efficient dependable tools

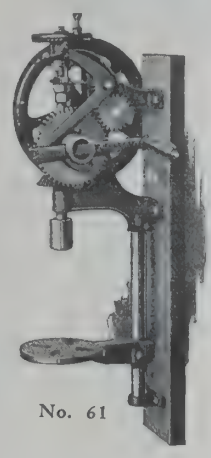
The Buffalo Ball Bearing Post Drill is a low priced, high quality drill for any work up to 5/8 in. Handy and reliable. Has both hand and automatic feeds.



No. 061

## Steel Plate Forges

The Buffalo Rivet Forge is a light weight, moderately priced forge which has proved very popular. Has dust tight steel gear case, a pressed steel blast wheel and cut gears running in bronze bushing.



No. 61

Both the No. 061 and the No. 235-H Forges have one-piece pressed steel hearths, which combine lightness with strength and durability.

*One-piece Unbreakable Steel Hearth*

No. 235-H

The 235-H Forge can be supplied with any one of five blowers.

**Buffalo Forge Company**
468 Broadway Buffalo, N. Y.

In Canada
Canadian Blower & Forge Co., Ltd.
Kitchener, Ont.

## CROWN SODA BOTTLING MACHINE
"GALLAGHER" MODEL C

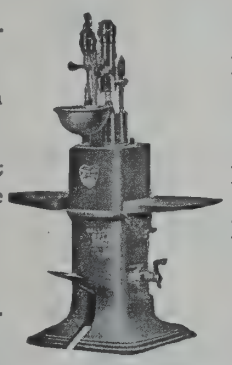
No Waste Sniffing Bottling Head.

Better Carbonation in Bottles.

Quickest Filling Foot Power Bottling Machine on the Market.

Always in Stock.

We Ship Day We Receive Order.



*We Also Manufacture:*
BOTTLE CROWNING MACHINES.
BOTTLE WASHING MACHINES.
BOTTLE RINSING MACHINES.
EMERY GRINDERS, BUFFING LATHES, PATTERN AND CORNICE MAKERS' SHEARS.

*SEND FOR ILLUSTRATED FOLDERS AND PRICES*

**GALLAGHER MANUFACTURING CO.**
78 SAGAMORE STREET LYNN, MASS., U. S. A.

## MAHAN'S Continuous Automatic
# SUGAR SANDING MACHINE
*for*
# SUGAR SANDING

*Gum Drops, Hard Candies, Etc.*

Operated on same floor as mogul

FULLY PATENTED

**If you sugar 1,000 lbs. a day you need this machine. On account of the superior work produced by this machine, you will have 100% repeat orders and the out-put of your jelly department will be doubled and tripled in a few months. It will handle goods as fast and as soft as they come through the mogul. Now in use in all up-to-date factories.**

**SUGAR SANDING MACHINE CO.**
CHARLES MAHAN
2325 EDMONDSON AVE. BALTIMORE, MD., U. S. A.

# EXPANSION REAMERS
## SUPER-SIX AND SUPER SPIRAL

Left illustration shows Set of A. to H. Super Six Expansion Reamers. List Price, $39.80.

Right illustration shows display board of Super Spiral Expansion Reamers. Display board free with order.

See Price Current this Journal for prices and discounts. Orders filled direct or accepted through all reliable commission merchants.

**C & W TOOL COMPANY**
SHARON, MASS., U. S. A.

## STAPLES, BINDERS AND TACKERS

### THE ACME STAPLES, BINDERS & TACKERS
(Acme Staple Co.'s)

Acme Simplex

The Acme simplex base, 5 inch x 1¾ inch the desk paper fastener. Neat, strong, efficient. Fine nickel finish. Magazine holds 100 tempered steel staples. Easily loaded, operated with slight pressure. Uses same staples ("A" ⅛ in. or "B" ¼ in.) as our midget binder.

The Midget is designed for fastening papers and light fabrics together. It is used by Insurance Companies, Lawyers, etc., and by manufacturers of Clothing, Straw Braid, Lace, etc., holds 100 tinned steel wire staples, is automatic in action. Uses staples size A, ⅛ in. leg, capacity 20 sheets. Size B, ¼ in. leg, capacity 30 sheets.

Midget Binder

BINDERS

| | | | |
|---|---|---|---|
| No. 1—Japanned | $8.50 | Acme Automatic Tacker: Cast Iron Metal | 11.50 |
| No. 1—Japanned "H & L" | 9.50 | Light Weight Metal | 12.00 |
| No. 1—Nickelled | 9.00 | Acme No. 6 — Foot Power | 60.00 |
| No. 1—Nickelled "H & L" | 10.00 | Acme No. 6½—Foot Power | 85.00 |
| Sure Shot—Japanned | 5.00 | No. 30—Foot Power | 60.00 |
| Sure Shot — Japanned "H & L" | 6.75 | Acme Duplex Laundry Tagger | 100.00 |
| Sure Shot—Nickelled | 5.50 | Acme "Handstitch" (Plier Type Binder) | 10.00 |
| Sure Shot — Nickelled "H & L" | 7.00 | A-3 and D-3 Foot Power Binders | 60.00 |
| No. 2—Nickelled | 5.00 | Power Binder (without motor and stand) | 100.00 |
| Midget (Regular)—Nickelled | 4.75 | Power Binder (without motor) | 115.00 |
| Midget (New Model)—Nickelled | 5.00 | Power Binder (complete with motor and stand) | 135.00 |
| Simplex—Nickelled | 3.75 | Acme No. 61 Box Stapler (Hand Power) | 80.00 |
| Simplex Tacker | 3.50 | Acme No. 62 Box Stapler (Foot Power) | 60.00 |
| Acme Tacking Machine —Japanned | 5.65 | | |
| Acme Window Shade Tacking Machine—Japanned | 5.75 | | |

STAPLES

| | Per M | | Per M |
|---|---|---|---|
| "X," "XX" & "XXX-54" | 30c | etc., No. 671, etc. | 35c |
| H. & L. Nos. 1 and 2 (Pointed) | 32c | Nos. 60 and 61 | 35c |
| No. 18 | 34c | Nos. 30, 31 and 32 | 35c |
| "A" and "B" | 25c | Nos. 30-21 and 30-22 | 35c |
| Nos. 14, 140 and 141 | 35c | Nos. 10, 10¼ and 10½ | 32c |
| Nos. 21, 22, 23 and 24 | 30c | Nos. 18-38 & 18-39 | 35c |
| No. 621, etc., No. 651, | | A-3 Group | 25c |
| | | A-5 Group | 30c |

Staples can also be furnished in Ambrac, Brass, Tinned Brass, Blued, Copper and Monel Wires.

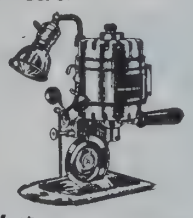
Extra Long Reach Bases for Sure Shot, Midget, No. 1 and No. 2 Binders furnished in 8 in., 12 in. x 18 in. Sizes at additional cost of $4.00, $4.50 and $4.75 each, respectively.

Rubber Caps furnished for the "Acme Tacker" and "Sure Shot" Machine at an extra charge of 20c each.

*Discount No.* 126.

## CLOTH CUTTING MACHINES

### ELECTRIC CLOTH CUTTING MACHINES
(Universal Cutter Co.'s)



Universal Electric Cloth Cutting Machines, for cutting textiles piled in layers up to six inches high.

Specify your current, voltage, cycles, and phase. Specify style of machine desired or for purpose wanted. Any style or size f.o.b. U. S. seaport. Boxed for export, including full equipment $300.00

*Discount No.* 18.

## SOCKET FIRMER CHISELS.

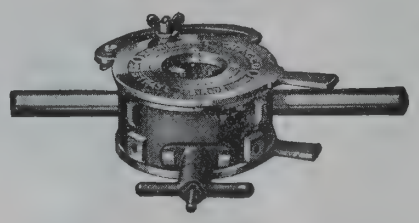
(The James Swan Co's.)

| Size— | ⅛ | ¼ | ⅜ | ½ | ⅝ |
|---|---|---|---|---|---|
| Plain Handle | $12.50 | $12.50 | $12.50 | $12.50 | $14.00 |
| Leather Tip | $14.00 | $14.00 | $14.00 | $14.00 | $15.50 |
| Size— | ¾ | ⅞ | 1 | 1⅛ | |
| Plain Handle | $14.50 | $16.00 | $16.50 | $18.50 | |
| Leather Tip | $16.00 | $18.00 | $18.50 | $20.50 | |
| Size— | 1¼ | 1½ | 1¾ | 2 | |
| Plain Handle | $18.50 | $20.00 | $22.00 | $23.00 | |
| Leather Tip | $20.50 | $22.00 | $24.00 | $25.00 | |

Nos. 1010, 1015, 1030, 1035, *Discount No.* 184
Add for bevel edge, per dozen $0.65 Net.

## JARECKI SCREW PLATE AND PIPE CUTTERS.

(The Jarecki Mfg. Co.'s)

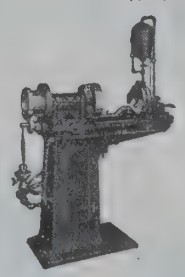


Has adjustable self-centering Dies and Guides. The operator can detach the plate from finished work without turning back on the thread. Threads can be cut over or under size. Each set of Dies threads four or more sizes of pipe. Large pipe can be threaded by taking two or more cuts. It is much cheaper and better than any combination of tools doing the same work. Ratchet Plates on application.

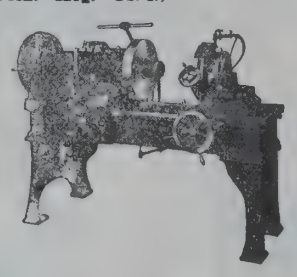
| | | |
|---|---|---|
| No 1 | cuts and threads ¼, ⅜, ½, ¾ | $19.00 |
| No. 2 | cuts and threads ½, ¾, 1, 1¼ | 22.00 |
| No. 3 | cuts and threads 1, 1¼, 1½, 2 | 27.00 |
| No. 3½ | cuts and threads ½, ¾, 1, 1¼, 1½, 2 | 30.00 |
| No. 4A | cuts and threads 1½, 2, 2½, 3 | 47.00 |
| No. 4B | cuts and threads 2½, 3, 3½, 4 | 68.00 |
| No. 5 | cuts and threads 4½, 5, 6 | 101.00 |
| No 5A | cuts and threads 6, 7, 8 | 169.00 |

*Discount No.* 137

### JARECKI PIPE MACHINES.
(The Jarecki Mfg. Co.'s)



No. 7



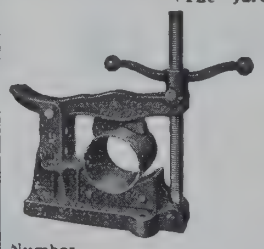
No. 44

All machines completely equipped with quick opening adjustable Pipe Dies Cutting Off Attachment, Oil Pump and Countershaft. Machines have constant speed changes obtained by levers. Prices for direct connected motor driven machines will be given if advised as to current and voltage requirements. Bolt Dies can be furnished for all 2" and 3" machines.

| No. | | | |
|---|---|---|---|
| No. | 7 | Hand and Belt, cuts and threads, ¼" to 2" | $413.00 |
| No. | 7B | Belt Drive, cuts and threads, ¼" to 3" | 625.00 |
| No | 33 | Belt Drive, cuts and threads ¼" to 3" | 725.00 |
| No. | 44 | Belt Drive, cuts and threads, 1" to 4" | 1015.00 |
| No. | 10 | Engine Drive, cuts and threads, 1" to 4" | 1296.00 |
| No. | 66 | Belt Drive, cuts and threads, 1½" to 6" | 1195.00 |
| No. | 12 | Engine Drive, cuts and threads, 1½" to 6" | 1453.00 |
| No. | 88 | Belt Drive, cuts and threads, 2½" to 8" | 1851.00 |
| No. | 14 | Engine Drive, cuts and threads, 2½" to 8" | 2178.00 |
| No. | 100 | Belt Drive, cuts and threads, 2½" to 10" | 2500.00 |
| No. | 16 | Engine Drive, cuts and threads, 2½" to 10" | 2919.00 |
| No | 120 | Belt Drive, cuts and threads, 2½" to 12" | 2714.00 |
| No. | 18 | Engine Drive, cuts and threads, 2½" to 12" | 3290.00 |

*Discount No.* 66.

### JARECKI PIPE VISES.
(The Jarecki Mfg. Co.'s)



The beam which holds the upper jaw is hinged. By this improvement any point of the pipe can be placed in vise. The Jaws are made of a good grade of high carbon steel.

| Number | 1A | 2A | 3A | 4A |
|---|---|---|---|---|
| Takes pipe | ⅛ to 2 in. | ⅛ to 4 in. | 1½ to 6 in. | 6 to 12 in |
| Price | $15.50 | 21.00 | 31.00 | 78.00 |

*Discount No.* 137 *plus* 2½% *for export boxing. All f. o b.* Erie, Pa.

## PUMPS

Fig 1223

### GOULDS PUMPS
(Goulds Pumps, Inc.)

| No. | Stroke, Ins | Wgt. in lbs. | Price |
|---|---|---|---|
| 2 | 3 | 127 | $23.75 |
| 3 | 3 | 178 | 30.60 |
| 4 | 4 | 266 | 50.00 |

*Discount No.* 3

Fig. 470—"Challenge" pumps have a lift and force capacity of 150 ft. This fits them for service in mines, on board ships, in mills and residences, and where a reliable hand pump for fire protection is required.

| No. | Dia. Cyl. Ins. | Strk. Ins. | Price Brass Lined Cylinder | Brass Cylinder | Brass |
|---|---|---|---|---|---|
| 2 | 2½ | 4½ | $30.00 | $82.00 | $112.00 |
| 4 | 3 | 4½ | 31.00 | 82.00 | 112.00 |
| 8 | 4 | 4½ | 34.00 | 90.00 | 135.00 |
| 12 | 5 | 5¼ | 45.00 | 135.00 | 225.00 |
| 16 | 6 | 5¼ | 56.00 | 180.00 | 275.00 |

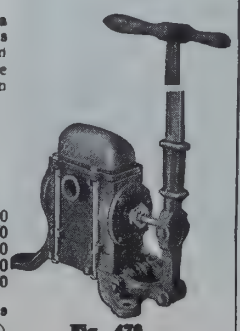
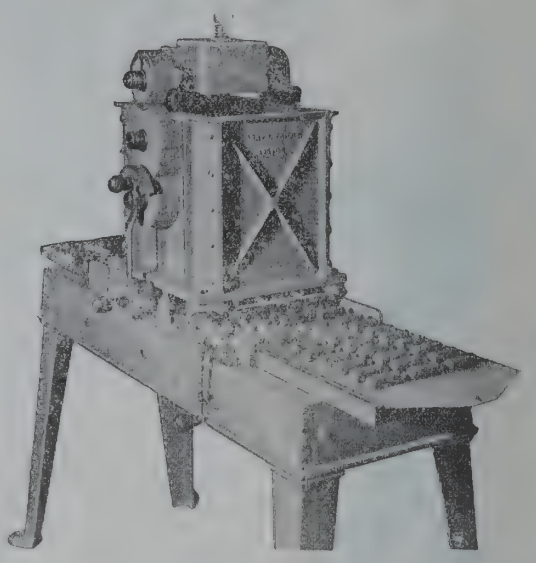


Fig. 470

*Discount No.* 133 Brass Lined Brass Cylinder and all Brass (On Application)

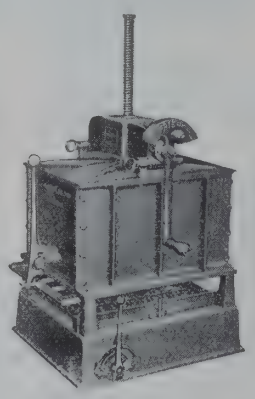
## CANDY MACHINES

### PLASTIC CENTER CANDY MACHINES
(Harry L. Friend's)



"Dreadnaught"

"Dreadnaught" model, capacity 100 pounds in 15 minutes. For direct transfer of centers on paper plaques to the coating machine, or on separate trays for the hand dippers this model has no equal. Packed in two cases for export. Case No. 1 (containing cream chamber and bridge) dimensions 22½ x 20½ x 28½ in. Net weight 280½ pounds. Tare weight 50½ pounds. Gross weight 331 pounds. Case No. 2 (containing base and legs) dimensions 57 x 12½ x 26 in. Net weight 285 pounds. Tare weight 92 pounds. Gross weight 377 pounds. Price each.....$850.00



Model E

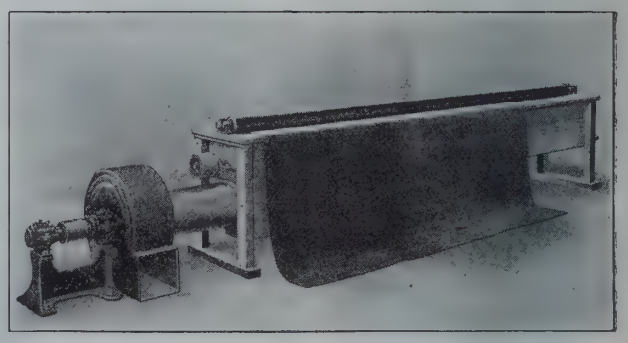
Model E—Capacity 70 pounds by one operator in fifteen minutes, maximum of 96 centers at each deposit. Dimensions 20 x 26½ x 27¾ in. Net weight 144 pounds. Tare weight 54 pounds. Gross weight 198 pounds. Each.....$385.00

Model F—Capacity of 30 pounds by one operator in fifteen minutes. Maximum of 48 centers at each deposit. Dimensions 19 x 22 x 27 in. Net weight 120 pounds. Tare weight 44 pounds. Gross weight 164 pounds. Price each.....$250.00
The above prices include packing for ocean shipment and are f.o.b. Boston, Mass.

*Discount No.* 82. Model F

## RUG AND CARPET CLEANING MACHINES

### THE "BETTER BEATER"
(Nusly Bros., Inc.)



The rugs and carpets are fed under the top roll, which rests on a concave arc on the table, the nap is spread apart. This feature combined with effective beating and powerful suction affords a triple cleaning action. The rugs may be entered from either side of the machine, as the feeding process is reversible or continuous. Adjustment can be made for rugs of any thickness. This machine will accommodate floor coverings 24 feet wide when folded, and of any length. The machine is shipped entirely assembled, belt drive, ready for immediate service; 5 H.P. required for power. Price (each) .....$975.00

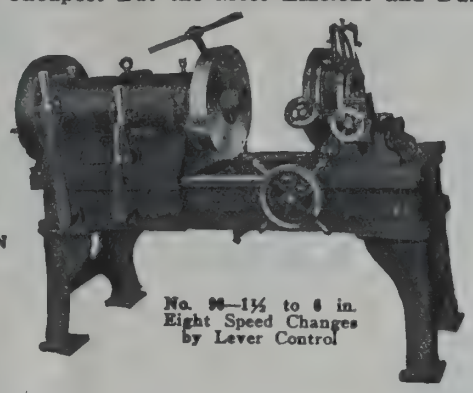
*Discount No.* 116 *F.O.B. Canton, Ohio.*

WILLIAM WRIGLEY, JR., plans world's largest aviary for collection and raising of rare birds in Avalon Canyon on Santa Catalina Island.

## Jarecki Pipe Machine

**Not the Cheapest But the Most Efficient and Durable**

ARRANGED FOR HAND, BELT, STEAM ENGINE OR ELECTRIC MOTOR OPERATION



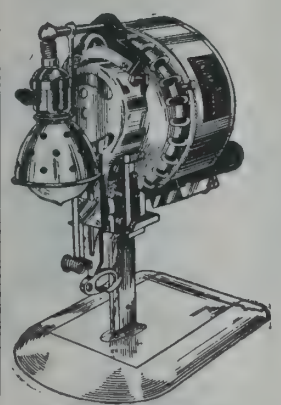
No. 98—1½ to 6 in. Eight Speed Changes by Lever Control

Threads pipe ¼ to 12 in. and Bolts ⅜ in. to 2 in. in the following ranges: ¼ to 2 in., ¼ to 3 in., 1 to 4 in., 1½ to 6 in., to 2½ to 8 in., 2½ to 10 in., and 2½ to 12 in., with adjustable quick opening dies and cutting off attachments.

**JARECKI MFG. CO.**

**Erie, Pa., U. S. A.**

## UNIVERSAL ELECTRIC CLOTH CUTTING AND PERFORATING MACHINES



*Vertical Blade Model*

Used by manufacturers of garments, of all kinds, tents, awnings, bags, trunks, automobile trimmings, bedding and knit goods. They are made in both circular and straight blade and for all current and voltages.

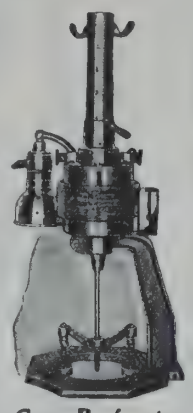
The adsolute interchangeability of each part of our machines is an assurance to our foreign clients to enable them to replace any worn parts of their machines without the assistance of a mechanician. The GURY Perforator will drill holes in the lay to locate proper position of pockets, etc.

**UNIVERSAL CUTTER CO.**

Cable Address UNIVERSAL

**Scott & Euclid Aves.,**

**St. Louis, Mo., U. S. A.**



*The Gury Perforator*

# GOULDS

## A Type for Every Service

*Literature on Request*

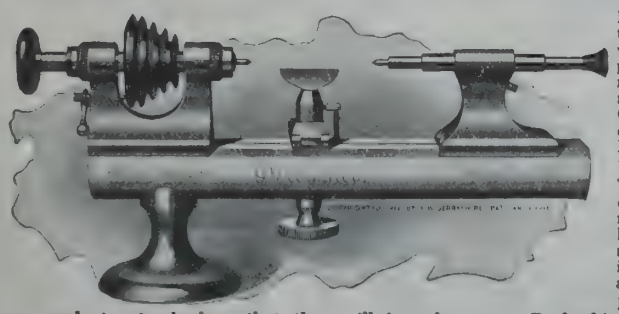
**GOULDS PUMPS INCORPORATED**

Main Office and Works: SENECA FALLS, NEW YORK, U. S. A.

CABLE ADDRESS: "GLAVIS," Seneca Falls. CODES: Bentley's, Lieber's. A. B. C. 6th and Western Union, including any of the five-letter editions

# PUMPS

## Derbyshire and Webster-Whitcomb Lathes



Made of the best materials and finest workmanship. All parts of the Lathe are made true and accurate to standard. Chucks must interchange; over 30,000 Lathes are in use at the present time.

The Headstock Spindle and Bushings are made of tool steel, hardened and accurately ground, which insures easy running and long life.

Head and Tail Stocks are made to standard so that they will interchange on Derbyshire, Webster-Whitcomb magnus lathe beds.

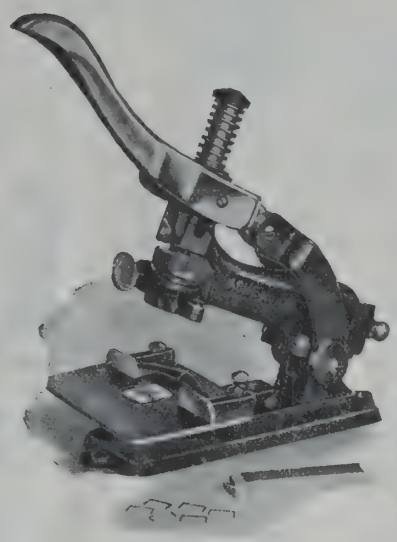
Length of Derbyshire Beds 12 inches. Length of Webster-Whitcomb Beds, 11 inches. Height of Bench to top of bed 3½ inches. Height of center (top of bed to center) 1.97 inches or 50 m/m. The swing—3.94 inches or 100 m/m.

MANUFACTURED BY

**F. W. DERBYSHIRE** **Waltham, Mass.**

# The ACME

## Staples Binders and Tackers



Our machines are accurately drilled and milled to an exactitude which prevents play of the staple in the machine and play of the parts to cause premature wear.

The wide range of staples admit of indefinite adaptation to all kinds of stapling, as we are equipped to make some 225 different sizes and styles, from tinned steel, tinned brass, blued steel, yellow brass, copper, hard bronze and monel wires.

HAND AND FOOT POWER MACHINES FOR EVERY USE FOR WHICH A MACHINE OF THIS TYPE MAY BE USED.

*WRITE US REGARDING YOUR SPECIFIC WANTS.*

WE BUILD SPECIAL MACHINES TO MEET SPECIAL CONDITIONS.

**ACME STAPLE COMPANY**

**Camden, N. J., U. S. A.**

## THE JAMES SWAN COMPANY

**Seymour, Conn., U. S. A.**

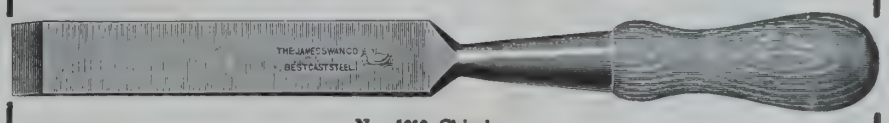
**N. Y. OFFICE**

**28 WARREN STREET**

**No. 10 Auger Bit.**

Manufacturers under one brand of the most complete line of Augers, and Auger Bits, also Chisels and Gouges, including Socket Firmer, Socket Framing, Tanged Firmer and Turning, Drawing Knives, Screw Drivers, Boring Machines and small tools of a large variety. Fully guaranteed.

*We are Awarded the Medal of Honor on Mechanics' Tools in the Manufacturers' Building and the Gold Medal in the Varied Industries Building at the Panama-Pacific Exposition.*




**No. 1010 Chisel.**

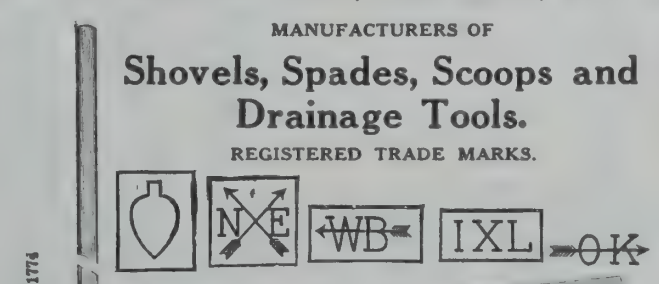
# OLIVER AMES & SONS CORPORATION

**OFFICE AND FACTORY, NORTH EASTON, MASS., U. S. A.**

MANUFACTURERS OF

## Shovels, Spades, Scoops and Drainage Tools.

REGISTERED TRADE MARKS.




Founded 1776

Incorporated 1875

CELEBRATED BRANDS

O. Ames Special Plain Back: O. Ames Special Riveted: O. Ames Steel Edge: R. C. Blair: Carter: O. A. Day: Hobart & Co.: T. M. Porter: C. H. Reed: Sanderson: A. Lee: W. Hadwin: Naylor.

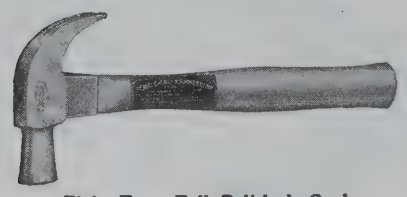
# HARDWARE, TOOLS AND SUNDRIES.

IF THE SPECIAL LINE YOU REQUIRE IS NOT PRESENTED IN THIS DEPARTMENT WRITE FOR INFORMATION AND WE WILL PUT YOU IN DIRECT COMMUNICATION WITH AMERICAN MANUFACTURERS. NO CHARGE IS MADE FOR THIS SERVICE. ADDRESS:

"HARDWARE DEPARTMENT"
17 STATE ST., NEW YORK. U. S. A.

## HAMMERS

### CHENEY HAMMERS
Carpenters' Adze Eye Nail Hammers.

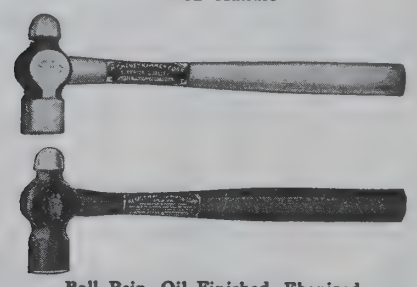


Plain Face, Full Polished, Oval Waxed Never-Slip Handle

Bell Face, Full Polished, Oval Waxed Never-Slip Handle

| Plain Face | Bell Face | Weight (Without Handle) | Price (Per Doz.) |
|---|---|---|---|
| 1 | ... | 2 lb. | $20.34 |
| 2 | ... | 1 lb., 12 oz. | 18.79 |
| 4 | 37-0 | 1 lb., 8 oz. | 16.55 |
| 6 | 37 | 1 lb., 4 oz. | 14.20 |
| 7 | 38 | 1 lb. | 13.41 |
| 7½ | 38½ | 13 oz. | 12.76 |
| 8 | 38½ | 7 oz. | 12.23 |
| 9 | 40 | 5 oz. | 11.70 |

### MACHINISTS' HAMMERS
Ball Pein, Full Finished, Oval Waxed Handle



Ball Pein, Oil Finished, Ebonized Octagon Handle

| Full Finish | Price (Per Doz.) | Oil Finish | Price (Per Doz.) | Weight (Without Handle) |
|---|---|---|---|---|
| 80 | $17.33 | 390 | $14.33 | 3 lb. |
| 80½ | 14.86 | 390½ | 12.86 | 2 lb., 8 oz. |
| 81 | 13.54 | 391 | 11.13 | 2 lb., 4 oz. |
| 82 | 12.89 | 392 | 10.52 | 2 lb. |
| 82½ | 12.10 | 392½ | 9.86 | 1 lb., 12 oz. |
| 83 | 11.16 | 393 | 9.47 | 1 lb., 8 oz. |
| 84 | 10.52 | 394 | 8.55 | 1 lb., 4 oz. |
| 85 | 9.73 | 395 | 8.15 | 1 lb. |
| 86 | 9.34 | 396 | 7.63 | 12 oz. |
| 87 | 9.34 | 397 | 7.63 | 8 oz. |
| 88 | 9.34 | 398 | 7.63 | 6 oz. |
| 89 | 9.34 | 399 | 7.63 | 4 oz. |
| 89½ | 9.34 | 399½ | 7.63 | 2 oz. |

### FARRIERS' ADZE EYE HAMMERS

| | Weight (Without Handle) | Price (Per Doz.) | | |
|---|---|---|---|---|
| 64 | 13 oz. | $13.60 | Octagon Poll | Full Finish |
| 65 | 10 oz. | 11.90 | " | " |
| 66 | 7 oz. | 11.20 | " | " |
| 60 | 7 oz. | 10.50 | Round Face | " |
| 60-61 | 13 oz. | 12.60 | Boston Pattern | " |
| 61 | 10 oz. | 11.90 | " | " |
| 62 | 7 oz. | 11.20 | " | " |

All claw hammers packed ½ doz. in a box. All other styles weighing one lb. or over ⅓ doz. in box; 12 oz. and under ½ doz. in box. All Cheney hammers are handled only with hickory handles. Cheney also make Blacksmith Hand Straight Pein, Cross Pein, Riveting and other styles of hammers.

*Discount No.* 146.

## HARNESS SNAPS.

(Covert Mfg. Co.'s.)

No. 2—Covert Loop Snap. No. 27—Covert Round Eye Snap.

| Nos. | 2 | 4 | 6 | 8 | 10 | 12 | 14 | 16 | 18 |
|---|---|---|---|---|---|---|---|---|---|
| Size of loop | ⅜ | ½ | ⅝ | ¾ | ⅞ | 1 | 1⅛ | 1¼ | 1½ |
| Per gross | $6.00 | 6.00 | 6.00 | 6.00 | 8.63 | 9.88 | 10.63 | 12.25 | 13.20 |

| Nos. | 27 | 28 | 29 | 30 | 31 | 32 | 33 Extra Heavy |
|---|---|---|---|---|---|---|---|
| Size of eye | ⅜ | ½ | ⅝ | ¾ | ⅞ | 1 | 1 |
| Per gross | $6.20 | 6.75 | 7.30 | 7.88 | 8.60 | 9.20 | 10.20 11.20 |

No. 20—Trojan Loop Snap. No. 19—Trojan Rd. Eye Snap.

| Per gross | $4.38 | 4.38 | 4.38 | 4.38 | 4.38 | 6.00 | 7.10 | 8.00 | 8.70 | 9.80 |
|---|---|---|---|---|---|---|---|---|---|---|
| Size of loop | ½ | ⅝ | ¾ | ⅞ | 1 | 1⅛ | 1¼ | 1½ | 1¾ | 2 |

| Size of eye | ⅜ Baby | ⅜ | ½ | ⅝ | ¾ |
|---|---|---|---|---|---|
| Per gross | $4.50 | 4.80 | 4.80 | 5.00 | 5.20 |

No. 70—Polo Loop Snap. No. 71—Polo Round Eye Snap.

| Size of loop | ½ | ⅝ | ¾ | ⅞ | 1 | 1⅛ | 1¼ | 1½ | 1¾ | 2 |
|---|---|---|---|---|---|---|---|---|---|---|
| Per gross | $3.36 | 3.36 | 3.36 | 3.36 | 3.36 | 4.78 | 5.76 | 6.40 | 7.06 | 8.00 |

| Size of eye | ½ | ⅝ | ¾ Heavy | ⅞ | 1 |
|---|---|---|---|---|---|
| Per gross | $3.50 | 3.60 | 3.60 | 6.00 | 6.50 7.00 |

402 400 900 905 810 815

Japanned.

No. 402—King Heavy Loop Snap. No. 403—King Rd. Eye Snap.

| Size loop | ⅝ | ¾ | ⅞ | 1 | 1⅛ | 1¼ | 1½ | 1¾ | 2 | 2¼ | 2½ |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Per gross | $2.40 | 2.40 | 2.40 | 2.40 | 2.70 | 4.20 | 5.50 | 7.00 | 8.00 | 10.00 | 11.00 |

| Size of eye | ½ | ⅝ | ¾ | 1 Heavy |
|---|---|---|---|---|
| Per gross | $2.40 | 3.20 | 4.00 | 7.00 |

No. 400—King Loop Snap.—Regular Weight Pattern. Japanned.

| Size of loop | ⅝ | ¾ | ⅞ | 1 | 1⅛ | 1¼ | 1½ | 1¾ | 2 |
|---|---|---|---|---|---|---|---|---|---|
| Per gross | $2.40 | 2.40 | 2.40 | 2.40 | 2.70 | 4.20 | 5.50 | 7.00 | 8.00 |

No. 900—Queen Loop Snap. No. 905—Queen Round Eye Snap.

| Size of loop | ⅝ | ¾ | ⅞ | 1 | 1⅛ | 1¼ |
|---|---|---|---|---|---|---|
| Per gross | $6.00 | 6.00 | 6.00 | 6.00 | 6.80 | 7.00 |

| | 1¾ heavy | 1½ | 1¾ | 2 | 2¼ | 2½ |
|---|---|---|---|---|---|---|
| | 9.00 | 9.00 | 10.50 | 12.00 | 13.00 | 13.00 |

| Size of eye | ⅝ | ¾ |
|---|---|---|
| Per gross | $5.50 | 6.00 |

No. 902—Queen Double Loop Snaps.

| Size of large loop | 1¼ | 1½ | 1¾ | 2 | 2¼ | 2½ |
|---|---|---|---|---|---|---|
| Size of small loop | 1 | 1¼ | 1½ | 1¾ | 1¾ | 1¾ |
| Per gross | $12.50 | 14.40 | 15.00 | 15.00 | 15.80 | 15.80 |

No. 810—Yankee Loop Snap. No. 815—Yankee Rd. Eye Snap.

| Size of loop | ⅝ | ¾ | ⅞ | 1 | 1⅛ | 1¼ | 1½ | 1¾ | 2 |
|---|---|---|---|---|---|---|---|---|---|
| Per gross | $4.40 | 4.40 | 4.40 | 4.40 | 5.80 | 6.60 | 7.80 | 9.00 | 10.20 |

| Size of eye | ½ | ⅝ | ¾ | ⅞ | 1 |
|---|---|---|---|---|---|
| Per gross | $4.30 | 4.50 | 5.30 | 5.60 | 8.30 |

38 731 745 740 [illegible] 720

Trojan Open Eye Snaps.

| Nos. | 519 | 520 | 521 | 522 |
|---|---|---|---|---|
| Size | Baby | Bit | Chain | Trace |
| Per gross | $4.80 | 5.20 | 6.20 | 9.40 |

Covert Open Eye Snaps.

| Nos. | 44 | 46 | 48 |
|---|---|---|---|
| Size | Bit | Chain | Trace |
| Per gross | $7.35 | 8.12 | 11.73 |

Covert Round Eye Snaps.

| No. | 38 |
|---|---|
| Size | Trace |
| Per gross | $12.88 |

No. 5.....*Discount No.* 120
No 7.....$1.00 net per dozen.

Derby Open Eye Snap.

| Nos. | 731 | 732 | 733 |
|---|---|---|---|
| Size | Light | Medium | Heavy |
| Per gross | $3.20 | 4.00 | 5.00 |

Derby Open Eye Swivel Snap.

No. 740—Light Swivel, per gross.....$5.50
No. 745—Polo Bit Snap. No. 858—Yankee Roller Snap.
Polo Bit Snap, XC, per gross.....$4.50

| Type of loop | 1¼ | 1½ | 1¾ | 2 |
|---|---|---|---|---|
| Per dozen | $1.84 | 2.00 | 2.16 | 2.32 |

No. 720—Jockey Rope Snap. No. 722—Covert Rope Snap.

288 722 825 815 510 50

No. 720. Jockey Rope Snap. No. 722—Covert Rope Snap.

| For rope, size | ¼ | 5/16 | ⅜ | ½ | ⅝ | 7/16 | ½ |
|---|---|---|---|---|---|---|---|
| Per gross | $3.40 | 4.20 | 4.50 | 2.00 | 3.75 | 4.20 | 6.50 |

*Discount No.* 114.

Yankee Open Eye Snaps.

| Nos. | 825 | 826 | 826A | 826B | 827 |
|---|---|---|---|---|---|
| Size | Light | Chain | Heavy | Buckle | Giant |
| Per gross | $5.20 | 8.70 | 9.40 | 12.00 | 24.00 |

Yankee Round Eye Snaps.

| Nos. | 820 | 821 | 821A | 822 |
|---|---|---|---|---|
| Size | Light | Chain | Heavy | Giant |
| Per gross | $4.80 | 8.20 | 9.40 | 24.00 |

Covert Double Snaps.

| Nos. | 5.10 | 511 | 512 | 515 | 516 |
|---|---|---|---|---|---|
| Length, inches | 3 | 3¼ | 4⅝ | 5½ | 6⅛ |
| Per gross | $9.00 | 10.80 | 13.50 | 24.00 | 48.00 |

No. 50, Covert Round Eye Swivel Snaps.

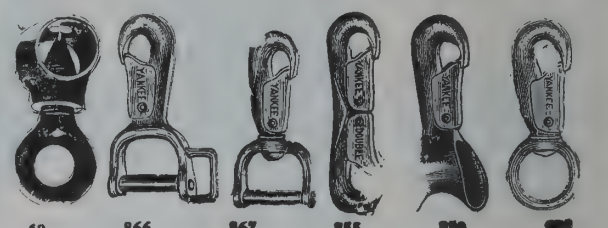
| Size of eye | ⅜ Baby | ½ | ⅝ | ¾ | ⅞ | 1 | 1⅛ | 1¼ | 1½ |
|---|---|---|---|---|---|---|---|---|---|
| Per gross | $7.00 | 7.50 | 7.90 | 9.00 | 11.00 | 17.20 | 20.00 | 25.00 | 32.00 |

Snap and Thimble. Thimble.

| Nos. | 281 | 280 | 282 | 283 | 277 | 278 | 279 | 275 |
|---|---|---|---|---|---|---|---|---|
| Size Thimble | ½ | ½ | ⅝ | ¼ | ½ | ⅝ | ¾ | ⅞ |
| Size Snap | ⅝ | ¾ | ¼ | ¼ | ¾ | ¾ | ¾ | ⅞ |
| | | | | | Extra Heavy | | | |
| Per gross | $10.50 | 11.00 | 12.15 | 13.25 | $15.20 | 16.20 | 18.50 | 22.50 |

No. 62, Covert Thimbles.

| Size of rope | ½ | ⅝ | ¾ | ⅞ |
|---|---|---|---|---|
| Per gross | $5.75 | 6.75 | 9.00 | 12.00 |




62 866 867 855 830 [illegible]

No. 866, Yankee Swivel Breeching Snaps.

| Large loop, inch | 1½ | 1¾ | 2 | 2¼ | 2½ |
|---|---|---|---|---|---|
| Per dozen | $2.50 | 2.70 | 2.90 | 3.10 | 3.30 |

No. 867, Yankee Swivel Trace Snaps.

| Size of loop | 1½ | 1¾ | 2 | 2¼ | 2½ |
|---|---|---|---|---|---|
| Per dozen | $2.40 | 2.60 | 2.80 | 3.00 | 3.20 |

Yankee Double Snaps.

| Nos. | 510 | 511 | 512 | 515 | 516 |
|---|---|---|---|---|---|
| Size | | Light | Heavy | Extra heavy | |
| Per gross | | $8.00 | 17.50 | 20.00 | |

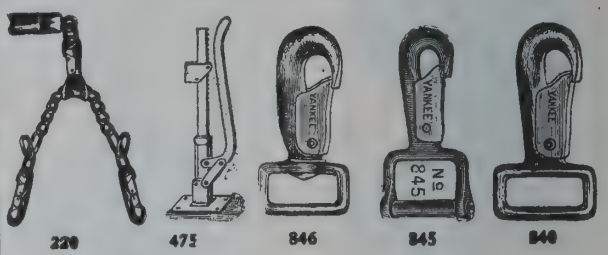
Yankee Center Sliding Snaps.

| Nos. | 850 | 851 |
|---|---|---|
| Size | Heavy | Extra heavy |
| Per dozen | $4.00 | 5.00 |

No. 220, Covert New Patent Breast Chains.

| Inch | 28 | 32 | 36 | 40 | 44 | 48 |
|---|---|---|---|---|---|---|
| Per dozen pairs | $16.00 | 18.00 | 20.00 | 22.00 | 24.00 | 26.00 |

475, Covert steel carriage jack, per dozen..... 12.50
476. Covert steel wagon jack, per dozen..... 16.00




220 475 846 845 840

No. 830—Yankee Round Eye Swivel Snaps.

| Size of eye | ⅝ | ¾ | ⅞ | 1 |
|---|---|---|---|---|
| Per gross | $6.50 | 7.50 | 8.00 | 12.50 |

No. 840—Yankee Loop Eye Swivel Snaps.

| Size of loop | ⅝ | ¾ | ⅞ | 1 | 1⅛ | 1½ |
|---|---|---|---|---|---|---|
| Per gross | $9.00 | 9.50 | 10.00 | 10.80 | 11.50 | 12.00 |

No. 845—Yankee Choke Snap with Screw.

| Size of loop | 1½ | 1¾ |
|---|---|---|
| Per gross | $10.80 | 13.20 |

No. 846—Yankee Martingale Snap.

| Size of loop | 1½ | 1¾ | 2 |
|---|---|---|---|
| Per gross | $7.80 | 9.00 | 10.20 |

*Discount No.* 114

## SHARPENERS

### "LITTLE WONDER" SAFETY SHARPENERS
(The Lake Mfg. Co.'s)

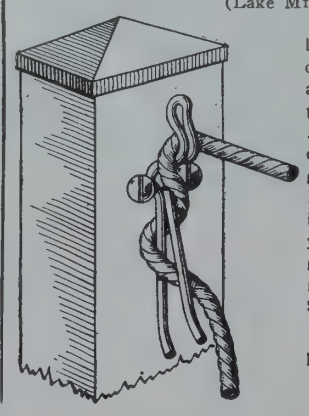
A twentieth century marvel, guaranteed to sharpen knives and scissors perfectly. A two-fold sharpener for the price of one. This sharpener meets the requirements of every household and will last a lifetime. It is absolutely safe and prevents the danger of serious cuts. It lengthens the life of your Cutlery because it insures a perfect, uniform bevel edge from tip to handle. Price per gross.....$18.00 Five-gross lots, per gross, $17.50. Ten-gross lots or more, per gross, $17.00. Extra files for sharpeners, per dozen, $0.50.

The sharpeners are packed 12 to a box and 12 boxes to a gross container, 13 in. x 8½ in. x 7½, gross weight, 27 lbs. Net weight, 24 lbs. They are crated in 5 to 10 gross crates as ordered, 10 gross crated together weighs about 275 lbs. Prices quoted are F.O.B. cars New York.

*Discount No.* 4

## CLOTHESLINE HOOKS

### "LITTLE WONDER" HOOKS
(Lake Mfg. Co.'s)

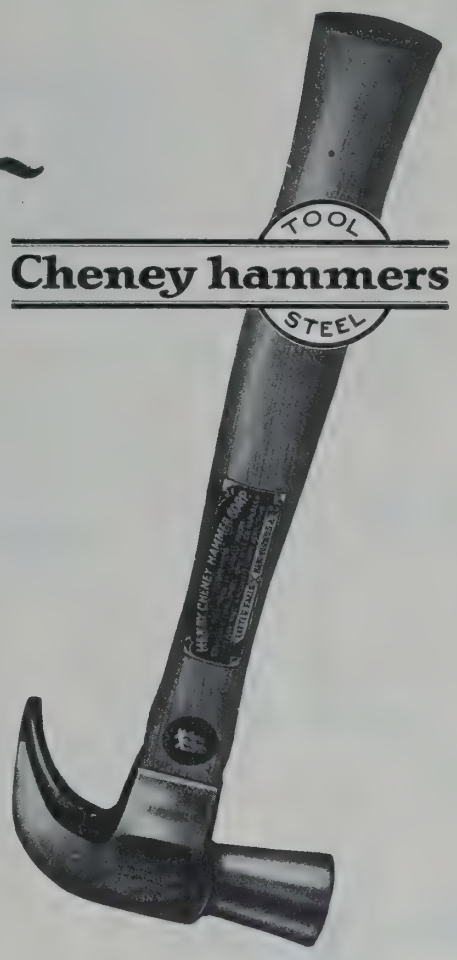


The "Little Wonder" Clothesline Hanger is for indoor and outdoor use. A great time saver as it does away with all knots, props and broken finger nails. **Also for awnings porch and boat curtains, tennis nets, flags and guy ropes, just a jerk releases it.** Made of heavy galvanized wire, is rust-proof and will last many years. Price per gross, $5.75. 5 gross lots, per gross, $5.50. 10 gross lots or more, per gross, $5.25.

The hangers weigh about 10 lbs. to the gross including screws.

*Discount No.* 4

# get this~



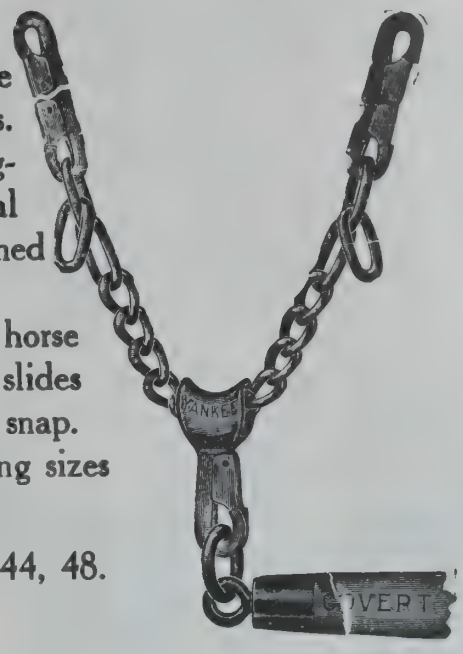

For 90 years Cheney Hammers have been the choice of an increasing majority of men who use and know hand tools.

From handle to head, in design, material and workmanship, each Cheney Hammer is made specifically to fully meet the requirements of the work for which it was intended.

Clear, second-growth hickory in the handles, a wax finish that closes the pores and preserves the wood, selected tool steel in the head, special tempering for each part of the head according to the work it is to do, a system of wedging that makes and keeps heads tight, a guarantee to replace any hammer that doesn't suit in every way—*and* 90 years of experience in hammer making—these things make up the Cheney Hammer.

**Henry Cheney Hammer Corporation**
LITTLE FALLS, NEW YORK, U. S. A.

## THE COVERT NEW PATENT BREAST CHAIN




will outwear three pairs of Breast Straps. Every link hand forged from best Charcoal iron, carefully examined and properly tested. Does not chafe the horse because chain slides through the center snap. Made in the following sizes

28, 32, 36, 40, 44, 48.

No. 220

*Manufactured by the*

**Covert Manufacturing Co., Troy, N.Y. U.S.A.**

## Largest Manufacturers of Textile Winding Machines in the World

**Established 1893**

LEESONA
REG. U.S. PAT. OFF.

Foreign Orders and Inquiries through Henry W. Peabody & Co., 17 State Street, New York City, or through any other responsible Commission Merchant.

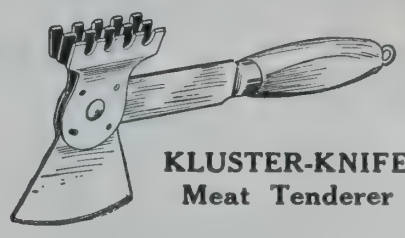
## UNIVERSAL WINDING CO.
BOSTON, U. S. A.

**Cable Address** **Leeson, Boston**

*Represented in every textile centre in the world.*

## KITCHEN SPECIALTIES

**For Preparing**
**MEAT, FRUIT AND VEGETABLES IN A NEW AND BETTER WAY—**

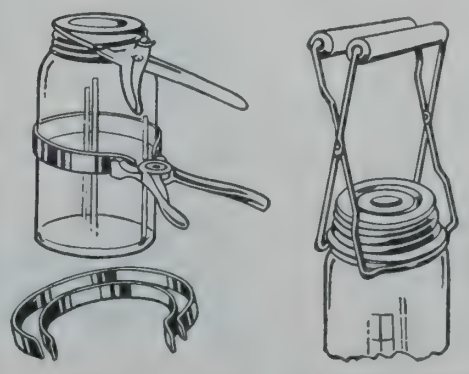


**KLUSTER-KNIFE**
**Meat Tenderer**

Principle use of this tool is for tendering meat. This it does to perfection. Also used as a cleaver, chopper, mincer, etc. Blades are heavy, strong steel, nickel plated. White "Duco" covered handle.

**SUPER-SIEVE**
**ROTARY COLANDER**

A new combination Colander, Sieve, Ricer, Fruit and Vegetable Press. Makes smooth soups, sauce, riced potatoes, etc. Cone-shaped sieve has fine perforations. No seeds come through. Material is forced through sieve by pointed wooden roller. Best quality—well made.



**OPE-N-SEAL**
**Fruit Jar Tool Kit**

This consists of a jar lifter for lifting jars from hot water; a lid wrench for removing or tightening lid; a holder with pint, quart and half-gallon bands for holding jar while removing lid. A six piece outfit supplying everything needed for canning and also for opening the jars.

## THE TYLER MANUFACTURING COMPANY

Manufacturers of "TYLER TOIL SAVERS" Muncie, Indiana, U. S. A.

## AXES—COMPLETE WITH HANDLES

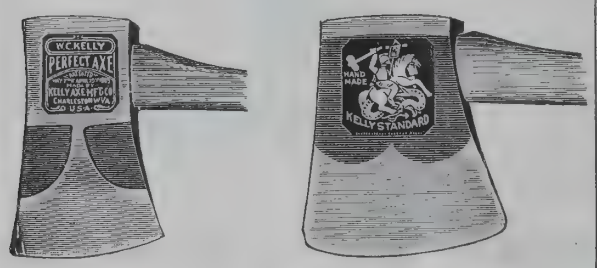
(Kelly Axe & Tool Co., Inc.)

| BRANDS | 2½ to 3½ or all 2¾ or 3 lbs. | 3 to 4 or all 3¼ or 3½ lbs. | 3½ to 4½ or all 4 lbs. | 4 to 5 or all 4¼ or 4½ lbs. | 4¼ to 5¼, 4½ to 5½, 4½ to 6 or all 4¾ or 5 lbs. | 5 to 6 or all 5¼ or 5½ lbs. | 5½ to 6½ or all 5¾ or 6 lbs. | 6 to 7 or all 6¼ or 6½ lbs. |
|---|---|---|---|---|---|---|---|---|
| **1ST QUALITY SINGLE BIT** | | | | | | | | |
| PERFECT, FLINT EDGE PERFECT, VULCAN, COLUMBIAN, BATTLE AXE, COPPER KING — Yankee and other American Patterns with Extra Quality Handles only | $16.25 | $16.75 | $17.25 | $17.75 | $18.25 | $18.75 | $19.25 | $20.25 |
| Tasmanian and Austral Patterns with Extra Quality Handles only | 16.75 | 17.25 | 17.75 | 18.25 | 18.75 | 19.25 | 19.75 | 20.75 |
| BLACK RAVEN, OIL WHETTED, KELLY REGISTERED — Yankee and Other American Patterns with Extra Quality Handles | 17.00 | 17.50 | 18.00 | 18.50 | 19.00 | 19.50 | 20.00 | 21.00 |
| New Tasmanian and Austral Patterns with Extra Quality Handles | 17.50 | 18.00 | 18.50 | 19.00 | 19.50 | 20.00 | 20.50 | 21.50 |
| KELLY STANDARD, NEW EMPIRE†, NEW ERA, HAND MADE, HOTENTOT — Yankee and Other American Patterns: with Extra Quality Handles | 16.00 | 16.50 | 17.00 | 17.50 | 18.00 | 18.50 | 19.00 | 20.00 |
| with No. 1 Quality Handles | 15.25 | 15.75 | 16.25 | 16.75 | 17.25 | 17.75 | 18.25 | 19.25 |
| New Tasmanian and Austral Patterns with Extra Quality Handles | 16.50 | 17.00 | 17.50 | 18.00 | 18.50 | 19.00 | 19.50 | 20.50 |
| with No. 1 Quality Handles.. | 15.75 | 16.25 | 16.75 | 17.25 | 17.75 | 18.25 | 18.75 | 19.75 |
| **2ND QUALITY SINGLE BIT** | | | | | | | | |
| FALLS CITY, RED ROVER, RED RANGER, JIM DANDY — Yankee and Other American Patterns, also New Tasmanian and Austral Patterns: with No. 1 Quality Handles.. | 11.25 | 11.75 | 12.25 | 12.75 | 13.25 | 13.75 | 14.25 | 15.25 |
| with No. 2 Quality Handles.. | 10.50 | 11.00 | 11.50 | 12.00 | 12.50 | 13.00 | 13.50 | 14.50 |
| **1ST QUALITY DOUBLE BIT** | | | | | | | | |
| KELLY PERFECT, COLUMBIAN — Patterns as shown, Catalogue Page 37 with Extra Quality Handles | 20.75 | 21.25 | 21.75 | 22.25 | 22.75 | 23.25 | 23.75 | 24.75 |
| KELLY STANDARD... with Extra Quality Handles.. | 20.00 | 20.50 | 21.00 | 21.50 | 22.00 | 22.50 | 23.00 | 24.00 |
| with No. 1 Quality Handles.. | 19.25 | 19.75 | 20.20 | 20.75 | 21.25 | 21.75 | 22.25 | 23.25 |

† Plain Blade. When ordering Handled Axes, please be sure to specify Quality and Length of Handle desired. Unless otherwise specified, 36 inch handles will be furnished on Axes weighing 3 lbs. or over.

*Prices shown are net.*

## HATCHETS




HUNTERS' AXES & AXE PATTERN HATCHETS

Hunters Have Curved Handles; Axe Pattern Hatchets Have Straight Handles

| | No. 0 14" Hdls. Weight without Handles 1¾ Lbs. Per Doz. | No. 1 16" Hdls. Weight without Handles 1½ Lbs. Per Doz. | No. 2 18" Hdls. Weight without Handles 1¾ Lbs. Per Doz. | No. 3 19" Hdls. Weight without Handles 2 Lbs. Per Doz. |
|---|---|---|---|---|
| KELLY PERFECT, FLINT EDGE PERFECT, COLUMBIAN, BATTLE AXE — Perfect, Bevelled Shape Extra Quality Handles | ..... | ..... | $7.00 | $7.15 |
| KELLY STANDARD Fully Polished—Surface Etched Extra Quality Handles | 6.75 | 6.90 | 7.00 | 7.15 |
| KELLY STANDARD Polished Bitt No. 1 Quality Handles, KEELY FLINT EDGE Cannon Finish Ebonized Handles | 6.35 | 6.50 | 6.60 | 6.75 |
| COPPER KING Sportsmen's-Scroll End Golden Oak Stained Handles.. | 6.50 | .... | .... | .... |
| RED RANGER Polished Bitt Handled | 4.70 | 4.80 | 4.90 | 5.05 |
| JIM DANDY Forge Finish or Pol. Bitt Handled | 4.70 | 4.80 | 4.90 | 5.05 |

| | No. 2 18-inch Handle Weight without Handle—1¾ Lb. Per Doz. | No. 3 19-inch Handle Weight without Handle—2 Lb. Per Doz. |
|---|---|---|
| RED ROVER (Bevelled) Painted; Pol. Bitt Handled | $5.95 | $6.10 |

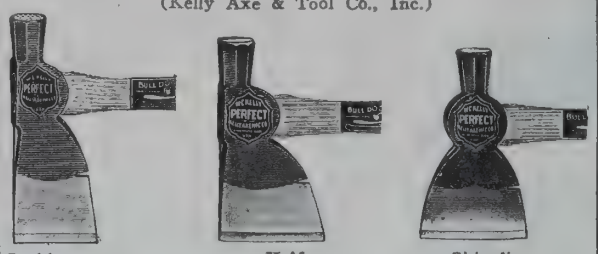
BOYS' HANDLED AXES

| | No. 0 or ⅛ Axes 24" Hdle. Axe Wts. 1¾ Lbs. Per Doz. | No. 1 or ¼ Axes 26" Hdle. Axe Wts. 2 Lbs. Per Doz. | No. 2 or ½ Axes 28" Hdle. Axe Wts. 2¼ Lbs. Per Doz. | No. 3 or ¾ Axes 30" Hdle. Axe Wts. 2¾ Lbs. Per Doz. |
|---|---|---|---|---|
| KELLY PERFECT BATTLE AXE, Polished Blue Bevels, Extra Quality Handles.. | $8.00 | $8.65 | $8.80 | $9.05 |
| KELLY STANDARD Painted—Pol. Bitt No. 1 Quality Handles.... | 7.40 | 8.10 | 8.35 | 8.60 |
| FALLS CITY (Bevelled) No. 1 Quality Handles | 6.95 | 7.60 | 7.85 | 8.10 |
| RED ROVER (Bevelled) Painted — Pol Bitt Handled | 6.55 | 7.15 | 7.35 | 7.60 |
| RED RANGER Painted—Pol. Bitt Handled.... | 5.95 | 6.55 | 6.80 | 7.10 |
| JIM DANDY Forge Finish or Pol Bitt Handled | 5.95 | 6.55 | 6.80 | 7.10 |

*Prices shown are net.*

## HATCHETS

Shingling, Lath, Half and Claw Hatchets. Per dozen.
(Kelly Axe & Tool Co., Inc.)




Lathing Half Shingling

| | Perfect and Flint Edge and Vulcan | Falls City Red Rover | Chippewa Chief | Hand Made |
|---|---|---|---|---|
| Shingling and Lath, No. 1.. | $8.00 | $6.50 | $6.50 | $5.00 |
| Shingling and Lath, No. 2.. | 8.50 | 7.00 | 7.00 | 5.50 |
| Shingling and Lath, No. 3.. | 9.00 | 7.50 | 7.50 | 6.00 |
| Claw No. 1..... | 9.00 | 7.50 | 7.50 | 6.00 |
| Claw No. 2..... | 9.50 | 8.00 | 8.00 | 6.50 |
| Claw No. 3..... | 10.00 | 8.50 | 8.50 | 7.00 |
| Half No. 1..... | 8.50 | 7.00 | 7.00 | 5.50 |
| Half No. 2..... | 9.00 | 7.50 | 7.50 | 6.00 |
| Half No. 3..... | 9.50 | 8.00 | 8.00 | 6.50 |

*Discount No.* 1077.

BROAD OR BENCH HATCHETS. Per Dozen.

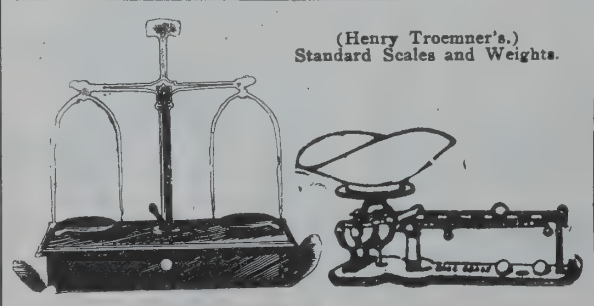
Claw Broad

| | | | | |
|---|---|---|---|---|
| Broad No. 1..... | $9.50 | $8.00 | $8.00 | $6.50 |
| Broad No. 2..... | 11.00 | 8.50 | 8.50 | 8.00 |
| Broad No. 3..... | 12.50 | 11.00 | 11.00 | 9.50 |
| Broad No. 4..... | 14.00 | 12.50 | 12.50 | 11.00 |
| Broad No. 5..... | 15.50 | 14.00 | 14.00 | 12.50 |
| Broad No. 6..... | 17.00 | 15.50 | 15.50 | 14.00 |
| Broad No. 7..... | 18.50 | 17.00 | 17.00 | 15.50 |
| Broad No. 8..... | 20.00 | 18.50 | 18.50 | 17.00 |

*Discount No.* 1077.

## SCALES, ETC.

(Henry Troemner's.)
Standard Scales and Weights.



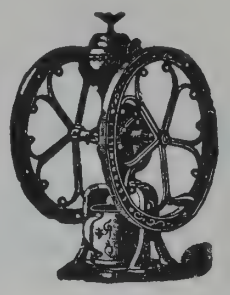
Army Scale. No. 25. Bali Scale (new)
Army Pres. Scales.

| | | | | |
|---|---|---|---|---|
| No. 0. | 10 | Gramme to 1 D. G., each | | $11.50 |
| " 1. | 10 | " " " " " " | | 9.50 |
| " 2. | 10 | " " " " " " | | 6.75 |

*Discount No.* 179, F. O. B. Philadelphia.

Ball Scales (New).

| | | | | | | |
|---|---|---|---|---|---|---|
| No. | 44. | 5 lbs., | 2½ Kilo, each | | | $27.50 |
| " | 24. | 16 " | 6 " " | | | 35.75 |
| " | 25. | 52 " | 16 " " | | | 55.00 |
| No. | 251. | 25 lbs., | 16 Kilos each | | | $55.00 |
| " | 50. | 16 " | 6 " " | | | 55.00 |



*Discount No.* 35,
*f. o. b. Philadelphia.*

"Star" Coffee Mills.

(Henry Troemner's.)

| | | | |
|---|---|---|---|
| No. | 7. | 1 lb. | $28.00 |
| " | 10. | 3 lbs. | 51.50 |
| " | 14. | 5 lbs. | 88.00 |
| " | 18. | 8 lbs. | 117.00 |

*Discount No.* 40,
*f. o. b. Philadelphia*

## HACK SAW BLADES

(American Saw & Mfg. Co.'s)

The Lenox All Hard Blade is the style usually selected for the most efficient production and service.

| Length | Width | Weight per gross | List Price Gross |
|---|---|---|---|
| 8" | 1-2 | 4 lbs. | $8.00 |
| 9" | 1-2 | 5 lbs. | 9.00 |
| 10" | 1-2 | 5½ lbs. | 10.00 |
| 11" | 1-2 | 6 lbs. | 11.00 |
| | 1-2 | 6½ lbs. | 12.00 |
| 12" | 9-16 | | 12.00 |
| | 9-16 | | 15.24 |

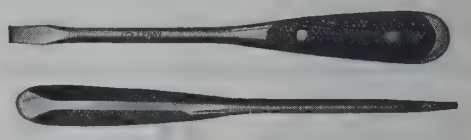
The Lenox Flexible Blade is hardened on the teeth only, the back being left soft which prevents breakage. We recommend them particularly to Plumbers, Electricians and Garage Mechanics.

| Length | Width | Weight per gross | List Price Gross |
|---|---|---|---|
| 8" | 1-2 | 4 lbs. | $8.00 |
| 9" | 1-2 | 5 lbs. | 9.00 |
| 10" | 1-2 | 5½ lbs. | 10.00 |
| 11" | 1-2 | 6 lbs. | 11.00 |
| | 1-2 | 6½ lbs. | 12.00 |
| 12" | 9-16 | | 12.00 |
| | 9-16 | | 15.24 |

*Discount No.* 65

LENOX SCREW DRIVERS

The Lenox Screw Driver is a super-quality tool built on rugged lines, built to stand hard service and is unconditionally guaranteed.



| Blade Length Inches | Overall Inches | List Price Per Doz. | Weight Per Dozen Lbs. | Blade Length Inches | Overall Inches | List Price Per Doz. | Weight Per Dozen Lbs. |
|---|---|---|---|---|---|---|---|
| 2 | 5¼ | $3.50 | 2¼ | 6 | 11¼ | $ 6.00 | 7¼ |
| 2½ | 6¼ | 3.70 | 2½ | 7 | 12¼ | 7.00 | 7¾ |
| 3 | 7¼ | 4.00 | 4¼ | 8 | 14¼ | 8.00 | 10½ |
| 4 | 8¼ | 4.25 | 4½ | 10 | 16¼ | 10.00 | 11½ |
| 5 | 9¼ | 5.00 | 5 | 12 | 18¼ | 12.00 | 12½ |

Order by blade length, packed six to a box.

*Discount No.* 75

## PUNCHES, SAW SETS & COPING SAWS

(Bullock Manufacturing Associates)

No. 214—Four Tube Revolving Belt Punch.

| | Price |
|---|---|
| 202A—Single Tube Punch | $ 7.00 |
| 214—Four Tube Punch | 10.89 |
| 216—Six Tube Punch | 13.33 |
| 10—Leach Pattern Saw Set, Plain Finish, 7-inch | 12.00 |
| 11—Leach Pattern Saw Set, Polished Finish, 11-inch | 28.80 |
| 21—Morrill Pattern Saw Set, Plain Finish | 5.84 |
| 51—Morrill Pattern Saw Set, Polished Finish | 7.00 |
| 55—Morrill Pattern Saw Set, Plain Finish | 18.00 |
| 56—Morrill Pattern Saw Set, Plain Finish | 18.00 |
| 57—Morrill Pattern Saw Set, Plain Finish | 40.48 |
| 20—Aiken Pattern Saw Set, Enamel Finish | 18.00 |
| 747—3¼" Hand Vise | 4.80 |
| 747—3¾" Hand Vise | 5.31 |
| 747—4½" Hand Vise | 5.77 |
| 4—Chamferer Gauge | 20.00 |
| 5—Chamferer Gauge | 16.00 |

COPING SAWS

| | |
|---|---|
| 667—Nickel Plated with 13 extra blades per frame | $31.11 |
| 667A—Plain Finish with 13 extra blades per frame | 30.00 |
| 667B—Nickel Plated without extra blades | 14.69 |
| 667C—Plain Finish without extra blades | 13.55 |
| 667D—Coping Saw Blades only | 1.44 |

SOLDERING COPPER

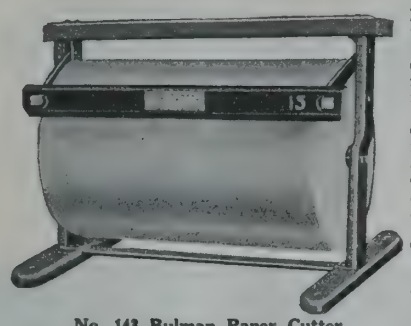
| | |
|---|---|
| 680—1 Soldering Copper | $4.44 |
| 680—2 Soldering Copper | 3.68 |
| 680—3 Soldering Copper | 2.90 |
| 680—4 Soldering Copper | 2.78 |
| 80—5 Soldering Copper | 2.66 |

These prices include export packing and are F. O. B. ars N. Y. C.

*Discount No.* 169.

## ROLL PAPER CUTTERS

**Better—Stronger—Break and Trouble-proof**



No. 143 Bulman Paper Cutter

"Best and most serviceable made and here is the proof. Knife tension is controlled by oil-tempered compression springs with plunger valve action that causes knife to adjust itself to uneven rolls and exert the same pressure from a full roll down to the last sheet.

Knife raises higher than on any other cutter, giving more freedom when refilling; knife has automatic locking device and will remain suspended, permitting operator to place new roll without calling second party to hold knife; to release, simply press it down. Tops are free from springs and other obstructions and is easier to assemble and pyramid.

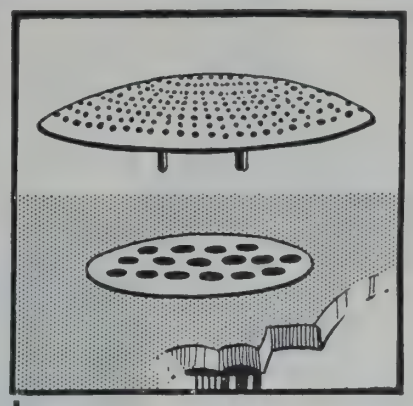
You would think a reinforced steel, mechanically constructed, break and trouble-proof Paper Cutter with all these improvements, which guarantee permanent, uninterrupted service, would cost more than the old unimproved makes; our prices will convince you to the contrary. We give you more for your money.

Orders accepted through Henry W. Peabody & Co., 17 State Street, New York City, or other responsible commission merchants. Ask for our complete fixture catalogue.

**E. O. BULMAN MFG. CO., Inc.**

Established 1906, Incorporated 1910.

Dept. "B" GRAND RAPIDS, MICHIGAN, U. S. A.



## "Murphy" Sink Drain Protector

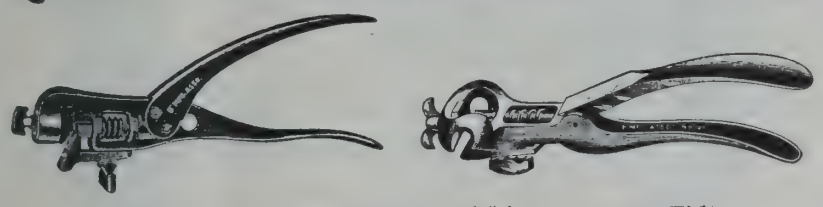
Fits closely over any sink drain, and collects all the refuse which would otherwise pass through the larger holes of the sink drain and clog up the pipe. When the refuse has collected on the "Protector" just lift it up, wipe it off, and replace it.

**THE MURPHY SINK DRAIN PROTECTOR**

is made of heavy non-rustable brass, nickel plated. The increased number of small perforations permits the water to pass away more rapidly. For use in homes, apartment houses, hotels, hospitals, etc., etc.

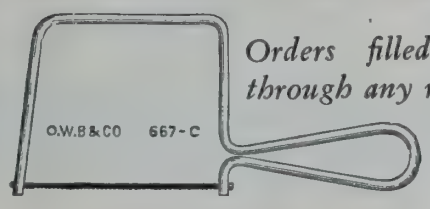
**HOWARD M. MURPHY, 4643 N. 9th St., PHILADELPHIA, PA., U. S. A.**

## QUALITY HARDWARE TOOLS



LEACH AND MORRILL PATTERN SAW SETS

See Price Current This Journal for prices.




*Orders filled direct and through any reliable export and import merchant.*

COPING SAW

BULLOCK MFG. ASSOCIATES Springfield, Mass., U. S. A.

## Kelly Axe & Tool Company, Inc.

**LARGEST AXE WORKS IN THE WORLD**

Export Office: 44 Whitehall Street — Factories at Charleston, W. Va., U. S. A. — New York, U. S. A.

KELLY STANDARD BRAND

Manufacturers of Kelly's Celebrated Perfect, Flint Edge Kelly Standard, New Empire, Falls City, Hand Made and other brands of Highgrade Steel Axes; also Boys' and Hunters' Axes, Hatchets and Hammers.

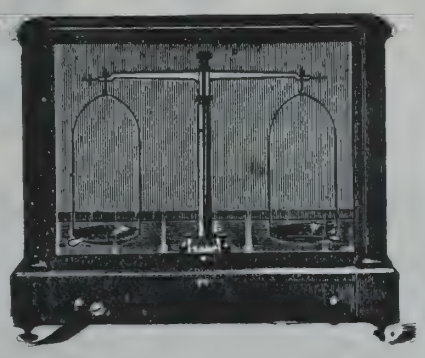
*Price Lists on Application*

KELLY PERFECT BRAND

## HENRY TROEMNER

**Scales, Weights and "Star" Coffee Mills**

**For Chemists, Assayers, Druggists, Physicians,**



**For Grocers, Confectioners, Bakers, Jewelers.**

Our Scales are in use by the Government of the United States, Mexico and Canada.

PRICE LIST ON APPLICATION

**HENRY TROEMNER, 911 Arch Street Philadelphia, Pa., U.S.A.**

QUALITY UNIFORMITY **"LENOX"** SPEED SERVICE

## GLASS CUTTERS

*"The Tools in the Plaid Box"*

AMERICAN SAW & MFG. CO. SPRINGFIELD, MASS.

HACK SAWS - BAND SAWS - SCREW DRIVERS - GLASS CUTTERS

## Profits in Shade Rollers

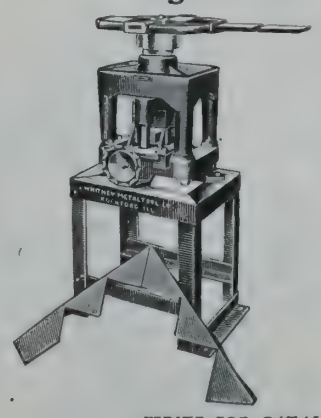
The fact that Stewart Hartshorn manufactures more shade rollers than all the American manufacturers combined; and that their supremacy is founded on the mechanical superiority and long-wearing qualities of their product is a splendid indication of what you can do with Hartshorn Rollers in your field.

**SEND TO-DAY FOR OUR CATALOG**

The spring is the Heart of the Roller. Hartshorn is the only Roller Manufacturer with his own wire mill; he can thus make the product up to Hartshorn quality throughout.

**STEWART HARTSHORN CO., 250 Fifth Ave., N. Y.**

## Angle Iron Combination No. 455



**Shears, Notches and Bends a 2-inch by 2-inch by ¼-inch Angle Iron in One Minute.**

It will bend the leg of an angle in either direction, inside or outside.

No changing of die.
Always ready to use.

ORIGINATORS WORLD'S LARGEST BALL BEARING PUNCH AND SHEAR MANUFACTURERS

**BALL BEARING PUNCHES** in many styles and sizes.

*WRITE FOR CATALOG AND PRICE LIST ON ENTIRE LINE*

**WHITNEY METAL TOOL CO.**

92 FORBES STREET ROCKFORD, ILLINOIS

## SHOVELS AND SPADES

Oliver Ames & Sons Corporation

| | List per Doz. black |
|---|---|
| Ames' C.S. Long Handle, Round Point Shovels, No. 1 | $24.00 |
| Ames' C.S. Long Handle, Round Point Shovels, No. 2 | 24.00 |
| Ames' C.S. Long Handle, Round Point Shovels, No. 3 | 24.75 |

| | |
|---|---|
| Ames' C.S. D Handle, Round Point Shovels, No. 2 | $24.00 |
| Ames' S.S. D Handle, Round Point Shovels, No. 3 | 24.75 |

Add $2.20 net per dozen for polished

| | List per Doz. black |
|---|---|
| Ames' C.S. D Handles Spades, No. 2 | $24.00 |
| Ames' C.S. Long Handle Spades, No. 2 | 24.00 |
| Ames' C.S. Long Handle Spades, No. 3 | 24.75 |

Add $2.20 net per dozen for polished

| | List per Doz. black |
|---|---|
| Day's C.S. Long Handle, Round Point Shovels, No. 1 | $21.10 |
| Day's C.S. Long Handle, Round Point Shovels, No. 2 | 21.10 |
| Day's C.S. Long Handle, Round Point Shovels, No. 3 | 21.85 |
| Day's C.S. D Handle, Round Point Shovels, No. 1 | 21.10 |
| Day's C.S. D Handle, Round Point Shovels, No. 2 | 21.10 |
| Day's C.S. D Handle, Round Point Shovels, No. 3 | 21.85 |
| Day's C.S. D Handle, Spades, No. 1 | 21.10 |
| Day's C.S. D Handle, Spades, No. 2 | 21.10 |
| Day's C.S. D Handle, Spades, No. 3 | 21.85 |
| Day's C.S. Long Handle, Spades, No. 1 | 21.10 |
| Day's C.S. Long Handle, Spades, No. 2 | 21.10 |
| Day's C.S. Long Handle, Spades, No. 3 | 21.85 |
| Hobart & Co.'s C.S. Shovels & Spades, same list as "Days." | |

Add $2.20 net per dozen for polished

| | List per Doz. black |
|---|---|
| Lee's Steel D Handle, Round Point Shovels, No. 2 | $18.20 |
| Lee's Steel Long Handle, Rount P't Shovels, No. 2 | 18.20 |
| Lee's Steel Long Handle, Round P't Shovels, No. 3 | 18.95 |
| Lee's Steel Long Handle Spades, No. 2 | 18.20 |
| Lee's Steel Long Handle Spades, No. 3 | 18.95 |
| Lee's Steel D Handle, Spades, No. 2 | 18.20 |
| Lee's Steel D Handle, Spades, No. 3 | 18.95 |

Add $2.20 net per dozen for polished

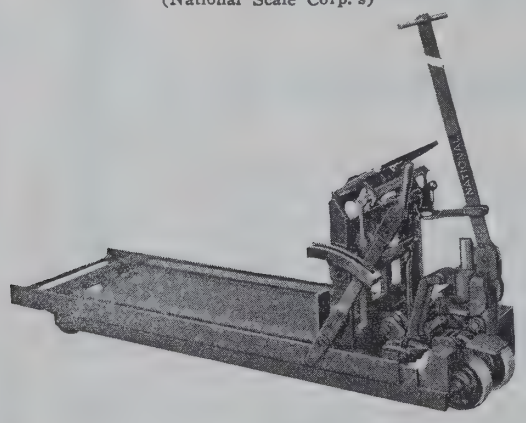
| | List per Doz. black |
|---|---|
| Naylor's D Handle, Round Point Shovels, No. 2 | $15.30 |
| Naylor's D Handle, Round Point Shovels, No. 3 | 16.05 |
| Naylor's Long Handle, Round Point Shovels, No. 2 | 15.30 |
| Naylor's Long Handle, Round Point Shovels, No. 3 | 16.05 |
| Naylor's D Handle Spades, No. 2 | 15.30 |
| Naylor's D Handle Spades, No. 3 | 16.05 |

Add $2.20 net per dozen for polished

## COUNTING AND WEIGHING MACHINES

NATIONAL SCALE ELEVATING TRUCKS

(National Scale Corp.'s)



Series N

| Model | Width Inches | Length of Platform Inches | Wheels Inches | Capacity Pounds | Price Each |
|---|---|---|---|---|---|
| N—1—S | 17 | 31¼ | 6 | 2500 | $105.00 |
| N—1 | 17 | 37½ | 6 | 2500 | 110.00 |
| N—1—L | 17 | 43½ | 6 | 2000 | 115.00 |
| N—1—H | 17¼ | 37½ | 6 | 4000 | 120.00 |
| N—2 | 17 | 37½ | 7 | 3000 | 120.00 |
| N—2—L | 17 | 43½ | 7 | 2500 | 125.00 |
| N—3 | 17 | 37½ | 9 | 3500 | 125.00 |
| N—3—L | 17 | 43½ | 9 | 3000 | 130.00 |
| N—4 | 17 F x 24 R | 37½ | 6 | 2500 | 125.00 |
| N—4—L | 17 F x 24 R | 43½ | 6 | 2000 | 130.00 |
| N—5 | 17 F x 24 R | 37½ | 7 | 3000 | 135.00 |
| N—5—L | 17 F x 24 R | 43½ | 7 | 2500 | 140.00 |
| N—6 | 21 F x 24 R | 37½ | 9 | 3000 | 150.00 |
| N—6—L | 21 F x 24 R | 43½ | 9 | 2500 | 155.00 |
| N—6A | 21 F x 24 R | 37½ | 9 | 4000 | 170.00 |
| N—6A—L | 21 F x 24 R | 43½ | 9 | 3500 | 175.00 |

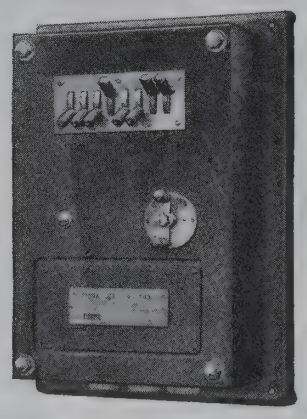
Standard clearance of all 6" wheel trucks 2¼". 3¼" clearance on 6" wheel trucks 37½" long, of 2500 lb. capacity, only, furnished at an extra cost to purchaser of $10.00 each.

Series S. L. N.

| Model | Width Inches | Length of Platform Inches | Wheels Inches | Capacity Pounds | Price Each |
|---|---|---|---|---|---|
| S.L.N.—1—S | 17 | 37¼ | 6 | 2500 | $ 95.00 |
| S.L.N.—1 | 17 | 37½ | 6 | 2500 | 100.00 |
| S.L.N.—1—L | 17 | 43½ | 6 | 2000 | 105.00 |
| S.L.N.—1—H | 17¼ | 37½ | 6 | 4000 | 110.00 |
| S.L.N.—2 | 17 | 37½ | 7 | 3000 | 110.00 |
| S.L.N.—2—L | 17 | 43½ | 7 | 2500 | 115.00 |
| S.L.N.—3 | 17 | 37½ | 9 | 3500 | 115.00 |
| S.L.N.—3—L | 17 | 43½ | 9 | 3000 | 120.00 |
| S.L.N.—4 | 17 F x 24 R | 37½ | 6 | 2500 | 115.00 |
| S.L.N.—4—L | 17 F x 24 R | 43½ | 6 | 2000 | 120.00 |
| S.L.N.—5 | 17 F x 24 R | 37½ | 7 | 3000 | 125.00 |
| S.L.N.—5—L | 17 F x 24 R | 43½ | 7 | 2500 | 130.00 |
| S.L.N.—6 | 21 F x 24 R | 37½ | 9 | 3000 | 140.00 |
| S.L.N.—6—L | 21 F x 24 R | 43½ | 9 | 2500 | 145.00 |
| S.L.N.—6A | 21 F x 24 R | 37½ | 9 | 4000 | 160.00 |
| S.L.N.—6A—L | 21 F x 24 R | 43½ | 9 | 3500 | 165.00 |

Standard clearance of all 6" wheel trucks 2¼". 3¼" clearance on 6" wheel trucks 37½" long, of 2500 lb. capacity, only, furnished at an extra cost to purchaser of $10.00 each.

NATIONAL CALLING SYSTEM



The System is primarily the Calling Instrument, usually placed near the telephone switchboard. It operates a line of bells, horns or buzzers located throughout the establishment. The man wanted is called by a code number. This number is sounded on all signals simultaneously. The man called then uses a department telephone to inquire what is wanted.

The National Calling System has a capacity of 45 different code calls. It is simple in construction, efficient in operation and may be installed at moderate cost.

| | |
|---|---|
| Operating Instrument, each | $120.00 |
| Panel Boards, each | 70.00 |
| Extra Relays, each | 40.00 |

*Discount—No.* 29.

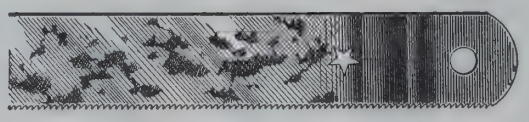
## STAR HACK SAWS

(Clemson Bros.)

All hard hand blades for the skilled mechanic for use on exceptionally hard material.

| No. | 14 Teeth Per Inch | 18 Teeth Per Inch | 24 Teeth Per Inch | 32 Teeth Per Inch | Size (Inches) | Gauge No. | Weight Per Gross, Lbs. | Price Per Gross |
|---|---|---|---|---|---|---|---|---|
| | 814 | 818 | 824 | 832 | 8x⅛x.025 | 23 | 3⅞ | $ 8.00 |
| | 914 | 918 | 924 | 932 | 9x⅛x.025 | 23 | 4¼ | 9.00 |
| | 014 | 1018 | 1024 | 1032 | 10x⅛x.025 | 23 | 5 | 10.00 |
| | 214 | 1218 | 1224 | 1232 | 12x⅛x.025 | 23 | 6⅛ | 12.00 |
| | 420 | | | | 14x⅛x.030 | Spec. | 9½ | 16.08 |

THE NEW STAR
Special Flexible



For cutting all kinds of soft metals. It will cut pipe, electric conduit, wire cable, soft sheet steel and any material of this kind without the breaking or stripping of teeth.

The Special Flexible blade is a correctly designed and tempered blade for use by garagemen, electricians, plumbers, structural steel workers and auto body makers. If you have never tried this blade, get a sample dozen. Their performance will amaze you.

We are the originators and sole manufacturers of this blade.

PRICES

| No. | 14 Teeth Per Inch | 18 Teeth Per Inch | 24 Teeth Per Inch | 32 Teeth Per Inch | Size (Inches) | Gauge No. | Weight Per Gross, Lbs. | Price Per Gross |
|---|---|---|---|---|---|---|---|---|
| | 814SF | 818SF | 824SF | 832SF | 8x⅛x.025 | 23 | 3⅞ | $8.00 |
| | 914SF | 918SF | 924SF | 932SF | 9x⅛x.025 | 23 | 4¼ | 9.00 |
| | 1014SF | 1018SF | 1024SF | 1032SF | 10x⅛x.025 | 23 | 5 | 10.00 |
| | 1214SF | 1218SF | 1224SF | 1232SF | 12x⅛x.025 | 23 | 6⅛ | 12.00 |

FLEXIBLE HAND BLADES

Flexible blades are tempered on the edge only for cutting pipe, tubing, channels and all work where a blade is subjected to usual breakage.

Packed with prices the same as the Special Flexible Hand Blade.

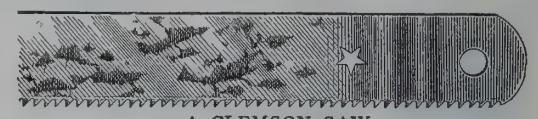
POWER BLADES

RECOMMENDATIONS:

| | Gauge | Teeth |
|---|---|---|
| For light power machines: | | |
| General all-round use | .032 or 21 | 14 |
| For heavy, high duty, power machines: | | |
| General all-round use | .049 or 18 | 10 |
| Light structural shapes, pipe, etc | .049 or 18 | 14 |
| Heavy structural shapes and heavy sawing generally | .065 or 16 | 10 |

PRICES

| No. | Size (Ins.) | Gauge No. | Teeth Per In. | Weight Per Gross, Lbs. | Price Per Gross |
|---|---|---|---|---|---|
| 1252 | 12x5/8x.032 | 21 | 14 | 10 | $17.88 |
| 1242 | 12x¾x.032 | 21 | 14 | 12¼ | 21.36 |
| 1239 | 12x¾x.049 | 18 | 10 | 18 | 28.92 |
| 1239A | 12x¾x.049 | 18 | 14 | 18 | 28.92 |
| 1219 | 12x1 x.049 | 18 | 10 | 24½ | 37.92 |
| 1442 | 14x¾x.032 | 21 | 14 | 14 | 24.36 |
| 1439 | 14x¾x.049 | 18 | 10 | 20½ | 33.12 |
| 1439A | 14x¾x.049 | 18 | 14 | 20½ | 33.12 |
| 1419 | 14x1 x.049 | 18 | 10 | 27½ | 43.56 |
| 1419B | 14x1 x.049 | 18 | 8 | 27½ | 43.56 |
| 1415 | 14x1 x.065 | 16 | 10 | 34 | 50.88 |
| 1415B | 14x1 x.065 | 16 | 8 | 34 | 50.88 |
| 1619 | 16x1 x.049 | 18 | 10 | 31¾ | 49.08 |
| 1615 | 16x1 x.065 | 16 | 10 | 36¼ | 56.88 |
| 1719 | 17x1 x.049 | 18 | 10 | 33 | 51.72 |
| 1715 | 17x1 x.065 | 16 | 10 | 41½ | 59.52 |
| 1819 | 18x1 x.049 | 18 | 10 | 34¾ | 54.36 |
| 1815 | 18x1 x.065 | 16 | 10 | 44½ | 62.04 |
| 2119 | 21x1 x.049 | 18 | 10 | 42½ | 62.04 |
| 2115 | 21x1 x.065 | 16 | 10 | 49 | 70.44 |
| 2419 | 24x1 x.049 | 18 | 10 | 51 | 70.32 |
| 2415 | 24x1 x.065 | 16 | 10 | 58½ | 79.32 |

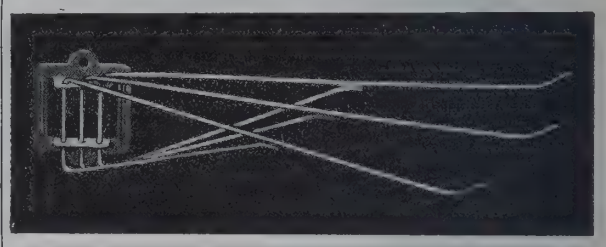


A CLEMSON SAW

## WIRE GOODS & ENAMELED FIXTURES

LOOF WELD QUALITY

(Marlboro Wire Goods Co.'s)



No. 012

TINNED GOODS

| No. | | per doz. |
|---|---|---|
| A-1 | Dish-drainer (round) | $4.80 |
| A-3 | Dish-drainer | 2.75 |
| 7 | Kettle Bottom | 1.00 |
| 9 | Meat Rest | 2.13 |
| 00 | Tumbler Holder | .65 |
| 2-C | Cake Cooler | 1.00 |
| H | Broiler (9x10 inches) | 2.75 |
| L | Broiler (9x8 inches) | 1.25 |
| 30 | Jelly Strainer | 4.00 |
| 30 | Jelly Strainer (collapsible) | 3.00 |
| 33 | Soap Shaker | 1.00 |
| 50 | Clothes Rack | 3.00 |
| 012 | Three-arm Towel Rack | 1.00 |
| 022 | Potato Masher | .80 |
| 565 | Wall Soap Holder | .80 |
| 575 | Bath Soap Holder | .80 |
| 585 | Soap Holder, Double Faucet Hanger | .80 |
| 982 | Sponge Basket | 1.20 |
| 1000 | French-Fry Basket | 2.00 |

WHITE ENAMELED GOODS

| No. | | per doz. |
|---|---|---|
| SX-11 | Tumbler Holder | $2.00 |
| SX-18 | Towel Bar | 2.80 |
| SX-55 | Toilet Paper Roll | 2.50 |
| XX-75 | Soap Holder with Bath-Tub Hanger | 2.50 |
| SX-76 | Wall Soap Dish | 2.50 |
| SX-503 | Combination Tooth Brush and Paste Holder | 2.50 |

*Discount No.* 5.

## HOSE CLAMPS

(Ideal Clamp Mfg. Co., Inc.)

Ideal

Fitzall

Efficiency

IDEAL HOSE CLAMPS.

An adjustable clamp, preventing leaks under all circumstances. Used on trucks, tractors, automobiles, and aeroplanes. Sizes from ⅝" to 4½". Packed 100 in a carton. List Price ..$4.00 to $9.00

Assortment No. 99, contains 20 each of the following sizes: 1", 1½" to 4½". Packed 100 in a carton. List Price ..$4.00 to $9.00

Assortment Display No. 100, 10 of each, from 1¼" to 2⅝". List Price ..... $8.00

Assortment Display No. 180, 10 of each, from ⅝" to 2¾". List Price ..... $12.00

*Discount* No. 58.

FITZALL HOSE CLAMPS.

Fitzall Senior, adjustable from 1" to 3". List Price $45.00 per M

Fitzall Junior, adjustable from ⅜" to 1¾". List Price ..... $40.00 per M

*Discount* No. 60.

EFFICIENCY HOSE CLAMPS.

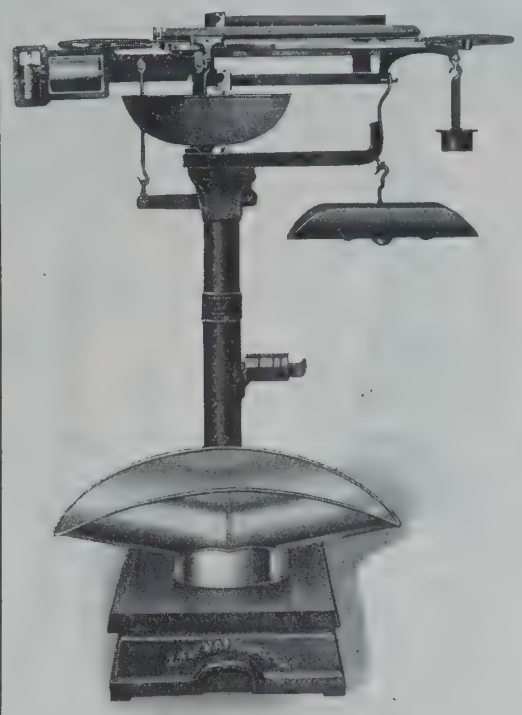
A substantial lawn and water hose clamp made of heavy brass or Galvanized Stock, furnished with cadmium plated nut and bolt.

| Size of Hose | Ply | I. D. of Clamp | Galvan. Per Doz. | Brass Per Doz. |
|---|---|---|---|---|
| ¼" | 3 | ½" | $ .75 | $1.00 |
| ⅜" | 3 | ¾" | $ .75 | $1.00 |
| ½" | 3 | ⅞" | .75 | 1.00 |
| ⅝" | 3 | 1 " | .75 | 1.00 |
| ¾" | 3 | 1⅛" | .80 | 1.20 |
| 1 " | 3 | 1⅜" | 1.00 | 1.50 |
| 1¼" | 3 | 1⅝" | 1.50 | 2.50 |
| 1½" | 3 | 1⅞" | 1.50 | 2.50 |
| 1¾" | 3 | 2⅛" | 1.50 | 3.00 |
| 2 " | 3 | 2⅜" | 1.50 | 3.00 |
| 2¼" | 3 | 2⅝" | 2.00 | 4.00 |
| 2½" | 3 | 2⅞" | 2.00 | 4.00 |
| 3 " | 3 | 3⅜" | 2.00 | 4.00 |

*Discount* No. 111.

ALBERT Pelsman, managing director of Royal Dutch Air lines, announced preliminary agreement with Robert E. M. Cowie, president of American Railway Express, for international air express service, whereby packages sent from Amsterdam, Berlin or Paris by air express could be delivered in Los Angeles or San Francisco in seven days. Service to be in use within year.

# COUNTING AND WEIGHING MACHINES



National Counting and Weighing Machines give an accurate and quick count of any commodity, consisting of similar parts or pieces, without the use of tabulated figures of weights, mental calculation, or figuring of any kind.

*"Instead of a Handful Count a Barrel Full"*

Can be profitably used by almost every manufacturing industry, in shipping room, packing room, stock room, for piece work operations, inspection works, inventory work, cost and estimating departments, or any other place where checking, counting and weighing have to be done.

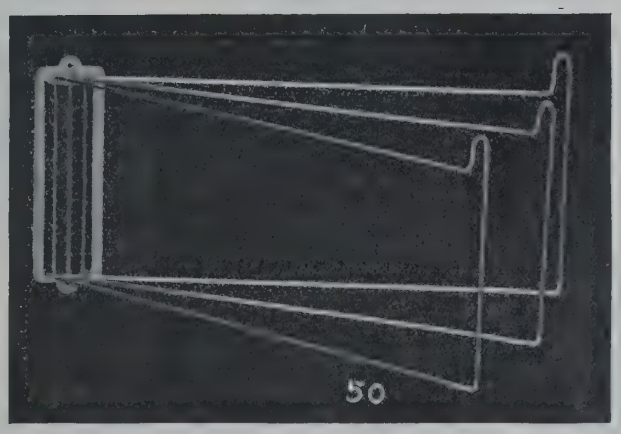
**No. 97½**
**(Ratio 100 to 1)**
Accurately counts pieces weighing ¼ ounce and over. Equipped with double weighing beam. Upper bar graduated by 1 oz. to 10 lbs. Lower bar, 2 oz. to 20 lbs. Size of platform, 13 x 19 inches. Scoop furnished as standard equipment. Agate bearings.
**Load Capacity 300 lbs.**
Standard machines graduated to count in units. When desired, special machines will be furnished to count by the dozen or gross. Shipping weight of this machine 180 lbs.

**See Price Current this journal for prices and description of other styles. Also prices on National Elevating Trucks, National Calling Systems and National Steel Shelving.**

**Careful and prompt attention to all export inquiries.**

## NATIONAL SCALE CORP.
**CHICOPEE FALLS MASS., U. S. A.**

LOOP WELD QUALITY
WIRE GOODS ~ AND ~ ENAMELED FIXTURES
MARLBORO WIRE GOODS MFG. COMPANY
REG. U.S. PAT. OFF.




The towel rack illustrated above is a useful and handy adjunct to the kitchen or laundry. Its three movable arms may be placed in any desired position. It is strong and rugged, and makes an admirable clothes dryer.

For $7.00, we will ship one case, packed for export, containing three dozens of this high quality article. The list price of this lot is $9.00.

On receipt of bank draft on New York, or order through any reliable commission house, we will deliver the above case F. O. B., New York City.

This offer holds good on all orders received on or before July 15, 1928.

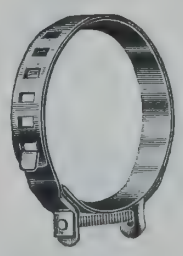
## MARLBORO WIRE GOODS CO.
**MARLBORO, MASS., U. S. A.**

From time to time, we will have other attractive export offers for the foreign trade. These are all good values, so it will be to your interest and advantage to watch for them in this section of this journal.

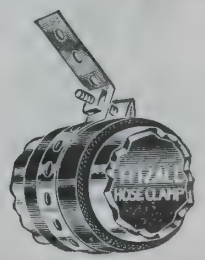
IDEAL

# AUTO ACCESSORIES

## HOSE CLAMPS



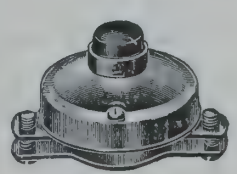
**IDEAL HOSE CLAMPS**
Made of Heavy Galvanized stock, In all sizes. Each size adjustable to several sizes of hose.



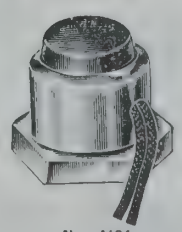

**FITZALL HOSE CLAMPS**
A one-piece Clamp made of Galvanized stock, to take in sizes from 1" to 3" hose.

**EFFICIENCY HOSE CLAMPS**
For Lawn & Water Hose use. Can be furnished in Galvanized stock or Heavy Brass. Made in all sizes.

## HORN BUTTONS



**No. 1180**
Made of best brass and rubber composition, Nickel-plated. Bases and brackets of steel, copper-nickeled.



**No. 1194**
For Ford and Dodge Cars. Well made of proper substantial electric materials.

**No. 1193**
Red or Black Post, with flange for service mounting, made of brass, nickel-plated.

**IDEAL PRODUCTS, are used and recognized all over the world, because of their excellent quality and service, which makes them an exceptional profitable line to handle.**

**IDEAL CLAMP MFG. CO. INC.**
**200 BRADFORD ST. BROOKLYN, N.Y.**

## "THE OLD RELIABLE"

(R. E. Dietz Co.'s)

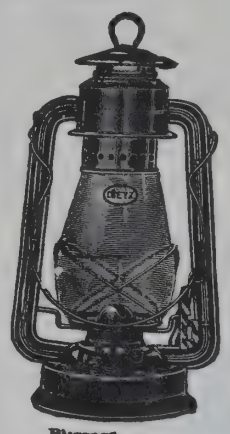
Delivery Free Alongside Vessel New York Harbor

**DIETZ LANTERNS**

To minimize pilferage we advise iron strapping at 8 cents net, per case. If strapped into packages, 12 cents net per case.

### STANDARD OF THE WORLD

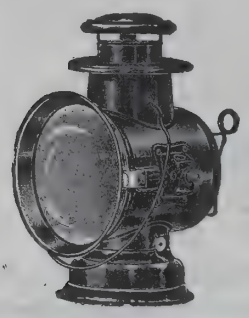
Victor



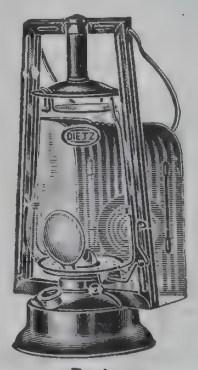
Blizzard.

| | Per doz. |
|---|---|
| Dietz Hy-Lo Tubular Lanterns | $13.60 |
| Dietz Little Star | 13.75 |
| Dietz OK | 16.00 |
| Dietz Victor | 14.00 |
| Dietz Monarch | 14.00 |

| | Per doz. |
|---|---|
| Dietz Royal | $17.30 |
| Dietz Junior Lanterns—Cold Blast | 15.30 |
| Dietz No. 2 Blizzard | 21.60 |
| Dietz Mill Lanterns | 41.20 |

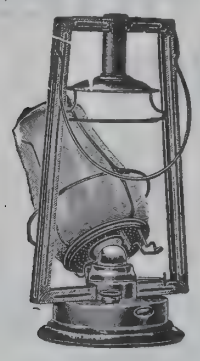


Union.



Buckeye.

| | Per. doz. |
|---|---|
| Dietz Buckeye Dash Lanterns | $21.60 |
| Dietz No. 30 Beaconlights | 46.50 |
| Dietz No. 60 Beaconlights, each | 11.00 |
| Dietz Union Driving Lamps | 63.00 |
| Dietz No. 15 Side Lamps | 40.00 |
| Dietz No. 25 Side Lamps | 42.50 |
| Dietz Junior Brass Lanterns | 27.00 |
| Dietz Junior Brass Nickel Plated Lanterns | 34.50 |



O. K.

Junior.

| | Each |
|---|---|
| Dietz Pioneer Street Lamps | $9.15 |
| Dietz Pioneer Hanging Lamps | 10.00 |
| Dietz No. 1 Climax Platform Lamps | 6.10 |
| Dietz No. 2 Climax Platform Lamps | 7.75 |
| No. 1 and No. 2 Nested | 13.85 |

| | Per. doz. |
|---|---|
| Dietz A No. 1 Lanterns | $17.75 |
| Dietz Flash Police Lanterns | 26.20 |
| Dietz Standard 39 Lanterns | 27.50 |
| Dietz Vulcan 39 Lanterns | 28.60 |
| Dietz Steel Clad 39 Lanterns | 28.50 |
| Dietz Vesta for Kerosene | 33.30 |
| Dietz Acme Inspector Lamps | 38.50 |

Net prices apply to goods in full packages only. All prices and terms subject to change without notice.

*Discount No.* 308.

## KITCHEN SPECIALTIES

(The Tyler Mfg. Co.'s)

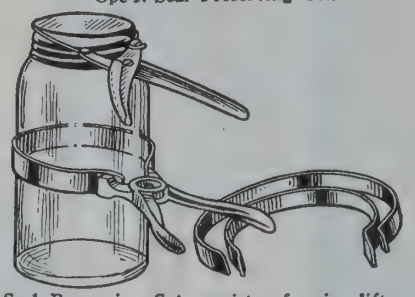
Kluster-Knife

Kluster-Knife, meat tenderer also used as a Cleaver, Chopper, and Mincer. Blades are heavy, strong steel, nickle plated. White "Duco" covered handle. Standard package gross lots price per dozen.....$12.00

Super-Sieve

Super-Sieve a rotary Colander, a new combination colander, sieve, fruit and vegetable press. Makes smooth soups, sauce, riced potatoes, etc., is Cone-shaped, has fine perforations. No seeds can come through. Material is forced through Sieve with pointed wooden roller. Made of best quality material. Standard packages either 3 or 6 dozen, price per dozen.....$24.00

Ope-N-Seal Preserving Set.



Ope-N-Seal Preserving Set consists of a jar lifter for lifting jars from hot water; a lid wrench for removing or tightening lid; a holder with pint, quart, and half-gallon bands for holding jar while removing lid. A six piece outfit attractively nickel finished supplying everything needed for canning and for opening jars. Standard package, 12 dozen to a case, price per dozen .....$12.00

*Discount No.* 37. *F. O. B. Cars New York.*

## FRUIT JARS

(Ball Brothers Glass Mfg. Co.'s)

SPECIAL WIDE-MOUTH BALL MASON, WITH ZINC, PORCELAIN LINED CAPS AND RUBBERS COMPLETE

Pints, green glass....Per gross,
Quarts, green glass..Per gross,
Half-gals., green glass,Per gross,
Extra caps fitting all three sizes, per gross .....
Pints, packed 6 dozen to package
Quarts, packed 8 dozen to package
Half-gallons, packed 6 dozen to package

BALL-IMPROVED MASON, WITH GLASS TOPS, ZINC SCREW BAND AND RUBBERS.

Pints .....Per gross,
Quarts .....Per gross,
Half-gallons .....Per gross,
Extra glass fitting all three sizes, per gross .....
Pints, packed 6 dozen to package
Quarts, packed 8 dozen to package
Half-gallons, packed 6 dozen to package

*Note:—Owing to constant changes in cost of material, labor, etc., prices for export can only be quoted on application.*

BALL PERFECT MASON, WITH ZINC, PORCELAIN LINED CAPS AND RUBBERS.

Pints, green glass....Per gross,
Quarts, green glass..Per gross,
Half-gals., green glass, Per gross,
Extra caps for all three sizes, per gross .....
Pints, packed 6 dozen to package
Quarts, packed 8 dozen to package
Half-gallons, packed 6 dozen to package

## RUBBER COVERED FLEXIBLE LAMP CORDS, WIRE AND RADIO TINSEL CORDS

KENRITE FLEXIBLE FIXTURE CORD—TYPE "FIXT" RF

(American Insulated Wire Corp.)

Construction: No. 18—16 strands No. 30 B. & S. gauge pure soft copper with a close wrap of fine cotton yarn and insulated with either a 1/64", 1/32" or 3/64" code rubber compound and braided with a tight soft, glazed or rayon finish. Also manufactured in the following sizes: No. 20, No. 18, No. 16, No. 14, No. 12.

KENRITE TWISTED FLEXIBLE LAMP CORD—TYPE "C"

Construction: Individual conductors same as fixture cord only two conductors twisted. Braided with either a fine soft, glazed or rayon finish. Manufactured in the following sizes: No. 20, No. 18, No. 16, No. 14.

KENRITE PARALLEL FLEXIBLE LAMP CORD—TYPE "PO"

Construction: Two conductors laid parallel, with a braiding on individual conductors over rubber (one conductor has a polarity marker). Individual conductors same construction as fixture cord. Braided over all with either a fine soft, glazed or rayon finish. Manufactured in the following sizes: No. 20, No. 18, No. 16, No. 14.

KENRITE REINFORCED CORD—TYPE "P" AND "PS"

Construction: Individual conductors same as fixture cord; two braided conductors twisted and a rubber jacket applied over twisted conductors, braided with a soft or glazed finish Manufactured in the following sizes: No. 18, No. 16, No. 14.

FIXT RF—Kenrite Single Cond.

| Gauge | No. 20 | | No. 18 | | No. 16 | | No. 14 | |
|---|---|---|---|---|---|---|---|---|
| | 1-64 | 1-32 | 1-64 | 1-32 | 1-64 | 1-32 | 1-32 | 3-64 |
| Soft Cotton | 3.50 | 4.10 | 3.85 | 4.60 | 5.50 | 6.15 | 8.70 | 9.40 |
| Glazed Cotton | 3.70 | 4.30 | 4.05 | 4.80 | 5.75 | 6.40 | 9.00 | 9.70 |
| Rayon | 4.45 | 5.00 | 4.85 | 6.05 | 6.08 | 7.40 | 10.90 | 12.65 |

Standard Package 1000 ft. spools. 500 ft. 10c. add, 250 ft. 30c. add.

PO—Parallel Kenrite with Under Braid

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Soft Cotton | 9.00 | 10.20 | 9.46 | 11.60 | 13.00 | 13.90 | 21.40 | 22.60 |
| Glazed Cotton | 9.30 | 10.70 | 9.70 | 11.90 | 13.30 | 14.20 | 21.75 | 23.10 |
| Rayon | 11.25 | 13.20 | 11.58 | 13.48 | 15.85 | 16.45 | 23.30 | 25.55 |

Standard Package. 500 ft. spools. 250 ft. spools, 10c. additional

C—Kenrite Twisted Pair Flexible Cords

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Soft Cotton | 7.70 | 8.50 | 8.26 | 9.70 | 11.15 | 12.60 | 17.85 | 18.50 |
| Glazed Cotton | 8.00 | 8.90 | 8.65 | 10.15 | 11.55 | 13.15 | 18.50 | 19.50 |
| Rayon | 9.28 | 11.25 | 10.17 | 12.60 | 13.75 | 15.25 | 19.70 | 23.00 |

P—Kenrite Heavy Reinforced

| | | | | |
|---|---|---|---|---|
| Soft Cotton | 15.10 | 18.80 | 24.00 | 26.10 |
| Glazed Cotton | 15.58 | 19.28 | 25.00 | 26.60 |

PS—KENRITE LIGHT REINFORCED

| | | |
|---|---|---|
| Soft Cotton | 11.75 | 15.35 |
| Glazed Cotton | 12.25 | 15.85 |

PACKING

1,000 ft. Single Conductor Cord on a fibre spool, 4 spools to carton. 500 ft. Parallel Conductor Cord on a fibre spool, 4 spools to carton. 250 ft. Twisted Conductor Cord in coils, 4 coils to carton. 250 ft. Light Reinforced Cord in coils, 4 coils to carton. 200 ft. Heavy Reinforced Cord in coils, 4 coils to carton.

Single Conductor cords supplied with marker if requested.

Any type or color of flexible wire made up to your sample in large quantity.

LOUD SPEAKER TINSEL CORDS (STANDARD SIZES)

RADIO CORDS

| | |
|---|---|
| ft. loud speaker cord | $ .10 |
| ft. loud speaker cord | .12 |
| ft. three way head set cord | .13 |
| ft. three way head set cord | .15 |

EXTENSION RADIO CORDS

| | |
|---|---|
| 20 ft. extension cords, in bulk | .20 |
| Put up in boxes | .22 |
| Special lengths in extension cords put up to 100 ft...per foot | .01 |
| Extension cord with plug attached.....Extra | .15 |

BATTERY CABLE

| | |
|---|---|
| ft. 5 conductor rubber covered battery cable with terminals on all ends, in bulk | .18 |
| Put up in boxes | .20 |
| Cables with two battery clips attached.....Extra | .10 |
| Cables without terminals extended ends bulk | .18 |
| Each extra conductor .....Extra | .04 |
| Each foot longer than standard 5-ft. .....Extra | .04 |
| In other words, 6-ft. 6 conductor battery cable in bulk, would cost | .26 |
| 100 ft. battery cable, 5 conductor | 3.00 |
| 6 conductor | 3.50 |
| 7 conductor | 4.00 |

*Discount No.* 119.

JAMES A. FARRELL, President of the U. S. Steel Corp., visiting Gary plant with Myron C. Taylor, says steel outlook for year is favorable.

# LANTERNS

**For Every Purpose**

*Detailed information furnished on request*
*Shipments everywhere*

## R. E. DIETZ COMPANY

**60 Laight Street New York City, U.S.A.**

*Largest makers of Lanterns in the world*

# "ANYTHING IN LEAD"

INGOT LEAD
LEAD PIPE TRAPS & BENDS
SHEET LEAD TIN PIPE
BAR LEAD
ULCO LEAD WOOL FOR CAULKING JOINTS

# SHOT

We make these brands of

**DROP, BUCK, CHILLED and AIR RIFLE SHOT.**

Noted for over 65 years for roundness, solidity, polish and

**UNIFORMITY OF SIZE.**

When ordering loaded shells always specify TATHAM shot.

Tatham's AMERICAN STANDARD PATENT FINISH DROPSHOT New York

Tatham's IMPROVED CHILLED SHOT New York

**WE ARE THE LARGEST SHOT MANUFACTURERS IN THE WORLD.**

## UNITED LEAD CO.

111 Broadway, Trinity Bldg.
NEW YORK, U. S. A.

# Radio and Flexible Rubber Covered Cords

We are manufacturers of everything in rubber covered insulated wire—for electrical contractors, buildings, and also rubber covered battery cables and all kinds of radio tinsel phone cords for Loudspeaker and Headset.

Our goods are of the highest quality and the prices moderate, special attention given to all export orders and prompt shipment guaranteed.

Illustrated above is our 20-foot tinsel extension cord for loud speaker. Each cord in a separate container, twelve containers to a cabinet. List price, $6.75.

Illustrated below is our five conductor *rubber covered flexible stranded* copper wire battery cable cord. Each conductor a different color *and the cable is used for connection* from A and B batteries to the set. Each cable packed in a separate container, twelve containers to a cabinet. List price, $6.75.

**For prices on Kenrite Lamp and Flexible Cords, also Radio Cords in bulk see Price Current this Journal. Orders filled direct or through any responsible commission house.**

## AMERICAN INSULATED WIRE CORP.

45 BAKER STREET,
PROVIDENCE, R. I.

**SPECIAL WIDE MOUTH BALL-MASON with Zinc Porcelain Lined Cap and Rubber**

# FRUIT JARS

**FOR EXPORT**

**EVERY TYPE SO ALL THE TRADE CAN BE SUPPLIED.**

*Four Leaders Are Illustrated*

**BALL "IDEAL" JARS with Glass Cap and Wire Trimmings**

**BALL PERFECT MASON with Zinc Porcelain Lined Cap and Rubber**

**Securely packed so as to arrive with minimum breakage.**

MADE BY

## BALL BROS. COMPANY

Muncie, Indiana
U. S. A.

**Our Zinc Rolling Mill department furnishes rolled metal in strips, plates, discs, shapes, Zinc Boiler Plates and Zinc Shavings.**

**BALL IMPROVED with Glass Cap Zinc Screw Band and Rubber**

# AUTOMOBILES,
## AUTO TRUCKS AND SUNDRIES.

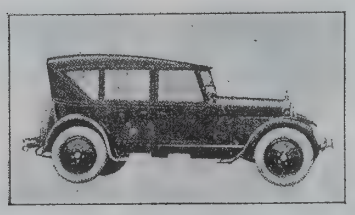
IF THE SPECIAL LINE YOU DESIRE IS NOT REPRESENTED IN THIS DEPARTMENT WRITE FOR INFORMATION. WE WILL PUT YOU IN DIRECT TOUCH WITH AMERICAN MANUFACTURERS. ADDRESS:
"AUTO AND SUNDRIES DEPARTMENT"
EXPORTERS AND IMPORTERS JOURNAL, INC.
17 STATE ST., NEW YORK. U. S. A.


## AUTO GLASS INCLOSURES

(Hampden Auto Top & Metal Co.'s)

# HAMPDEN

GLASS INCLOSURES



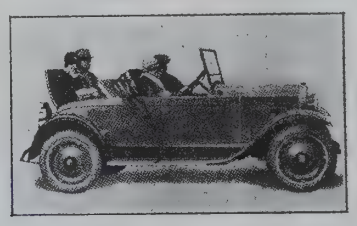
Stock Models

Such makes as the Chevrolet, 4-cylinder Overland, Star, and Gray.
Touring ..... $65.00 Roadster ..... $40.00
Such makes as the Durant, Dodge, Jewett, Gardner, Maxwell, Light 6 Stduebaker, 4-cylinder Nash, 4-cylinder Buick, Small Moon, and 4 and 6-cylinder Oldsmobile, Oakland, Essex 4 and 6-cylinder.
Touring ..... $70.00 Roadster ..... $45.00
Such models as the Buick 6-cylinder, Chandler, Chrysler, Cleveland, Flint, Franklin, Hudson, Hupmobile, Jordan, Moon 6/40, Nash, Paige, Reo, Studebaker, Willys Knight.
5-Passenger Touring.....$75.00 Ford Touring.....$48.00
7-Passenger Touring..... 80.00 Ford Roadster..... 33.00
Roadster ..... 50.00

Stock Enclosures for 1923 and up

Earlier Models.....$5.00 net extra
Colored cloth to match top.....$3.50 net extra
Complete instruction for installation packed with each inclosure
One to Four Inclosures *Discount No.* 22—Over Four *No.* 56

RUMBLE SEATS



Stock Models

1925-6 Buick Roadster, Mod. 44-54, Standard Colors..... $38.00
1925-6 Chevrolet Roadster, V-26 Mod. Gunmetal Gray, V-27 Mod. Biscay Green..... 35.00
1925-6 Chevrolet Coupe, '25 Mod. Sage Brush Green, V-26 Mod. Arizona Gray, V-26 Mod. Dundee Gray..... 30.00
1927 Chevrolet Roadster, Capitol AA Series, Falmouth Gray ..... 35.00
1927 Chevrolet Coupe, Capitol AA Series, Beige Brown.... 35.00
1925 Chrysler Roadster, Mod. 58, Killarney Gray..... 40.00
1926 Chrysler Roadster, Mod. 60, Algerian Blue..... 40.00
1926-7 Dodge Roadster, Standard blue Special Mod. Black, Late 26-27 Pheasant Green..... 30.00
1926-27 Dodge Coupe, Tartar Green, Blue..... 30.00
1927 Essex Coupe..... 27.00
1926-7 Ford Roadster Improved, Black—Phoenix Brown—Gunmetal Blue..... 30.00
1926-7 Ford Coupe Improved, Highland Green—Channel Green—Fawn Gray—Royal Maroon..... 30.00
1926-7 Star Roadster, 4 cyl., Mod. M, Standard Colors.... 40.00
1926-7 Star Coupe, 4 cyl., Mod. M, Standard Colors..... 35.00
Special installation brackets for lowering Roadster tops to running boards, price 50c net per set.
Complete installation instructions packed with each Rumble Seat
Note: It is important to specify color, exact model and serial number of car when ordering rumble seats.

One to Four Seats *Discount No.* 22—Over Four *No.* 56

SEAT COVERS

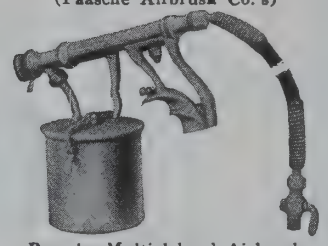
Stock Models

2-Passenger Coupes.... $16.00 5-Passenger Sedans..... $20.00 (2 and 4 Door)
3 & 4-Passenger Coupes..$20.00 Ford Coupes..... ..... $9.00
7-Passenger Sedans..... 25.00 Ford 2 & 4 Door Sedans 14.00
Complete installation instruction packed with each seat cover.
One to Four Seat Covers *Discount No.* 63—Over Four Seat Covers *No.* 71.

All prices F.A.S. New York or Boston.

## SPRAY PAINTING OUTFITS

(Paasche Airbrush Co.'s)



Paasche Multiplehead Airbrush

Type UBF 3 is recommended for automobile lacquer and paint spraying. Simple to operate and clean. Has many new exclusive features. Multiplehead permits use of various sizes of heads for different materials, doing the work of several spray guns.
UBF 3 Multiplehead Airbrush only..... $27.50

(Material cups listed below)

UBF Multipleheads No. 1, 2, 3 and 4 for use with UBF 3, each ..... $4.00

PAASCHE AIRBRUSH EQUIPMENT OUTFIT No. 5

1—UBF 3 Paasche Multiplehead Airbrush..... $27.50
1—UBG, 1—quart gravity cup..... 3.75
1—HF16, 25 feet air hose and couplings..... 4.75
1—HF 21, ¼-inch line valve..... .75
Complete to attach to air supply..... 36.75
Prices on larger outfits quoted on request.
*Discount No.* 177.

## CHASSIS OILING GUNS

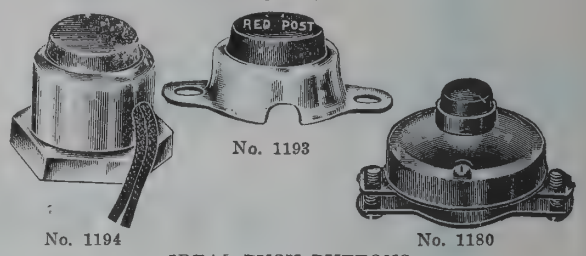
PAASCHE AUTOMOBILE CHASSIS OILING GUNS
(Patented)
(Paasche Airbrush Co.'s)

Type GBRL No. 1.—For oiling automobile springs, chassis, removing body squeaks, cleaning machinery, etc. Furnished complete with UB 12-inch extension, GBS 1-quart syphon cup, HFR 16, 25 feet extra heavy service station air hose with "screw tight" couplings, line valve, and wrench ready to attach to air supply .....$23.55
Note—By attaching UBF No. 1, 2, or 3 Multiplehead (combination round and fan spray head) this airbrush can be used for painting and finishing.

Paasche Air Compressor Equipment Outfit No. 1
Compressor Unit Capacity of 8.5 Cubic Feet to Operate One Type UBF 3 Paasche Multiplehead Airbrush
1—3x4 Single Cylinder Air-Cooled Air Compressor.
1—Automatic Pressure Unloader.
1—Air Inlet Filter.
1—14x48 Air Receiver with Safety Valve, Drain Cock Gauge, Pipe and Fittings.
1—Endless Belt.
1—1½ H. P., 220 Volt, 3-Phase, 60-Cycle, A. C. Electric Motor with sliding base.
Complete for assembling. Price $160.00.
Price with 110-Volt or 220-Volt, singlephase, 30 Cycle A. C. Motor, add..... $26.50
Price with 110 or 220-Volt, D. C. Electric Motor additional 30.00
Enclosed starter..... 11.00
Enclosed motor cover..... 7.00
(For installation in Territories requiring special air tanks, add $15.00 to above prices.) Note: The above compressor outfit furnished completely assembled on metal base with all piping and fittings—air filter, endless belt, self-aligning idler, pulley, motor—ready to connect up to electric wiring, add $44.00 to above list. Add 5% for Export Boxing. Prices on Larger compressor units quoted on request.
*Discount No.* 177.

## PUSH BUTTONS

(Ideal Clamp Mfg. Co., Inc.)



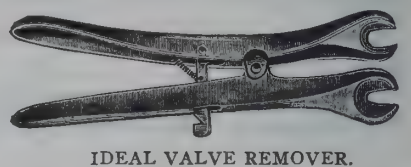

No. 1194 No. 1193 No. 1180

IDEAL PUSH BUTTONS.

These buttons may be attached easily to any make of car. They are made of the best brass and rubbered composition. The tops are nickel plated. Bases and brackets are steel copper nickled. Suitable for use on steering wheel spider and post. The weatherproof feature is effected by an ingenious double push button and cap which prevent water from getting into the button. Only three of the many types are shown.

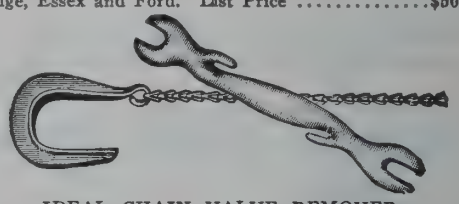
No. 1194 Ideal Push Buttons. Price (each) .....$0.40
No. 1193 Ideal Push Buttons. Price (each) .....$0.30
No. 1180 Ideal Push Buttons. Price (each) .....$0.40
*Discount* No. 58.

IDEAL VALVE & CHAIN REMOVER.



IDEAL VALVE REMOVER.

This practical remover fits: Auburn, Cadillac, Chandler, Chrysler, Dodge, Essex and Ford. List Price .....$50 per C



IDEAL CHAIN VALVE REMOVER.

A satisfactory valve remover, that is used with ease around pipes and fittings, since every link is an adjustment. List Price .....$60 per C
*Discount No.* 58.

A DURBAN, South Africa dispatch says South Africa's first aerial taxi service is being started there with four "moth" airplanes. Air taxi work to all parts of South Africa, aerial survey and advertising by airplane are to be undertaken. Similar service is being started at Cape Town.


# MEISEL PRESS MFG. CO.

951 DORCHESTER AVE. BOSTON, MASS.

*Manufacturers of* BED & PLATEN *or* ROTARY PRINTING PRESSES

FOR:—WRAPPERS: LABELS: TICKETS: BAGS: CARTONS: CASH SALES BOOKS: BILLS OF LADINGS: MANIFOLD: AUTOGRAPHIC REGISTER, ROLLS, ACCORDIAN FOLD OR FANFOLD: MILK BOTTLE CAPS: PUBLICATIONS PRESSES FOR SPECIALTIES.

# Frank Gair Macomber

**Insurance Brokers, Average Adjusters, Lloyd's Agents**

**45-49 BATTERYMARCH STREET BOSTON, MASS.**

**Represented in New York by**

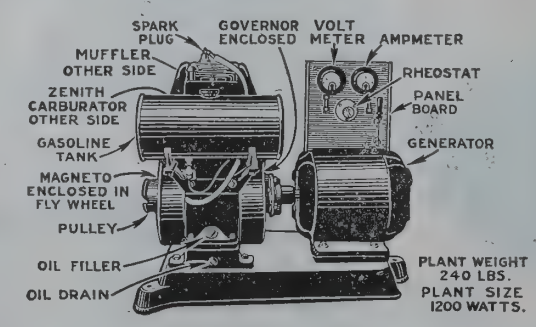
**MACOMBER CO., INC., 27 WILLIAM ST.**

# SteelHose Clamps

A Most Complete Line
94 Sizes

## J. R. Clancy, Inc.

Syracuse, N. Y., U. S. A.




# DE LUXE LIGHTING PLANT

for CAMPERS, MOTOR BOATS and FARMS.
EQUIPPED WITH MAGNETO & GOVERNOR

## Kintzing Loom Mfg. Co.

Hanover, Pa. U.S.A.

When writing advertisers, kindly mention "Exporters and Importers Journal"; ("Journal pour Exportateurs et Importateurs"). (Revista de Exportadores è Importadores")

## Trailers for Every Hauling Need!

A hauling job that cannot be done better and cheaper with Highway Trailers would, indeed, be hard to find.

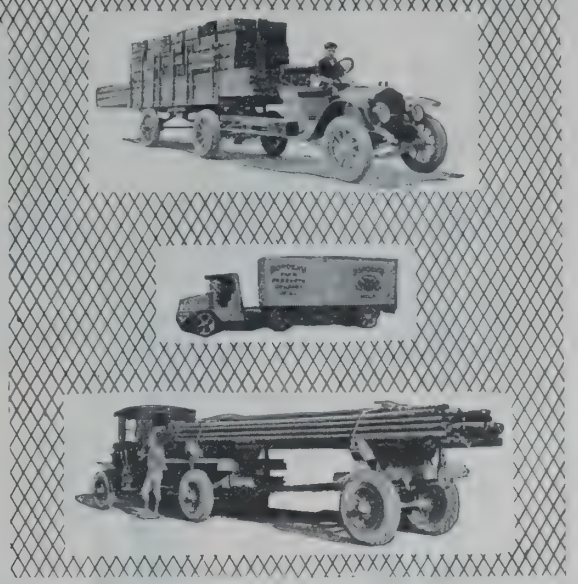
———and "Highways" are made in such a wide range of types and capacities that it is a simple matter to find a model that is exactly suited to the job in hand, regardless of its nature.

By submitting your inquiries to us you avail yourself of expert counsel on trailer transportation.

# HIGHWAY TRAILER CO.

EDGERTON, WIS., U. S. A.

Export Department
245 West 55th St., New York, N. Y.
Cable Address
"HIGHWAY NEW YORK"



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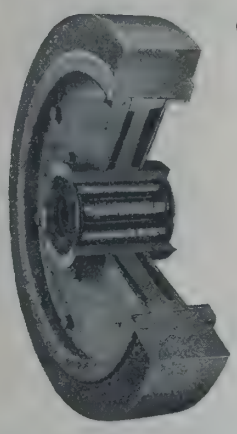

# Divine Brothers Company

MANUFACTURERS OF THE
Divine Cushion Wheels
PATENTED
Utica, N.Y.
U. S. A.

## DIVINE CANVAS CUSHION TRUCK WHEELS ARE INDESTRUCTIBLE

They are practically the only protective tread wheel that will stand up under the most severe conditions. The Canvas Cushion cannot be injured, and will last indefinitely.

**ECONOMICAL QUIET INDESTRUCTIBLE**

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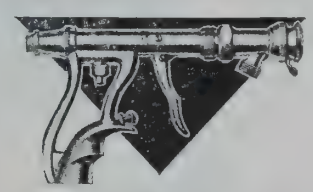
# Reduce automobile painting costs



Paasche Airbrush — most universal multiplehead airbrush device made

Reduce automobile painting costs—and get better finishes—through the perfection and speed of Paasche air-finishing equipment.

Read the report of the General Motors School of Technology, where service men for Buick and Chevrolet are trained:

*The equipment sent to the General Motors Institute of Technology was received in good condition. We gave tests with same today and they proved very satisfactory.*

Many of the plants in which America's finest cars are produced have found It Pays to Standardize On the Paasche Line and they are getting the fullest possible measure of amazing cost economies by the use of only Paasche equipment. Find out how you, too, can obtain finer finishes at lower costs through its use. We have a limited number of open territories. Ask about our exclusive distributors plan and prices on complete line.

# Paasche Airbrush Co.

1906 Diversey Parkway Chicago, Illinois

E&IJ3-Gray

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# HAMPDEN SEAT COVERS

## CUSTOM TAILORED

Hampden Seat Cover for Sedan Style Car

Hampden Seat Covers are designed with custom-built exactness, fabrics of the highest grade, selected to blend with the prevailing tones of automobile upholstery. Made for all closed cars.

The Hampden line of glass enclosures, rumble seats and seat covers are nationally recognized for their superior quality and durability. The name Hampden is your assurance of high character.

SEE PRICE CURRENT THIS JOURNAL FOR LIST PRICES ON HAMPDEN GLASS ENCLOSURES, HAMPDEN RUMBLE SEATS AND HAMPDEN SEAT COVERS.

*ORDERS ACCEPTED THROUGH ANY RESPONSIBLE EXPORT AND IMPORT MERCHANT, OR DIRECT UPON PROPER REMITTANCE.*

**HAMPDEN AUTO TOP AND METAL CO.**
**SPRINGFIELD, MASSACHUSETTS, U. S. A.**

Cable address: HATCO—Use all codes

Hampden Seat Cover for Coach Style Car

## TIRE REPAIR EQUIPMENT

### KEHAWKE TIRE REPAIRING MACHINES
(Kehawke Mfg. Co.'s)

Kehawke Tire Machines for repairing and inspecting auto tires. Opens any size from the smallest to the largest. The entire casing opened at the same time and it can be revolved. Flaps and inner tubes can be removed and replaced and centered up in the casing while spread in this machine. A fundamentally and scientifically correct and permanent pneumatic tire repair for all sizes of tires from the smallest balloon to the largest pneumatic truck tire. An inlay by splicing method that replacing each broken cord. These repairs will not bulge if properly applied.

Standard Lighted Machine only, new model No. SL-82...$140.00
Hand Power Standard Lift only..... 25.00
Standard System only..... 20.00
Floor Stand, $22.50; complete outfit..... 207.50

Standard Hawkinson System Equipment complete..... 185.00
Including Standard Lighted Machine, new model No. SL-82, Standard Hand Power Lift, Hawkinson System Instruction Book, Standard set of rubber patterns, special small hand tools and material. Floor Stand, price each.....$22.50

Giant Lighted Machine only, new model No. GL-28.....165.00
Hand Power Giant Lift only..... 25.00
Giant System only..... 25.00
Floor Stand.....$22.50

Giant Hawkinson System Equipment complete including Giant Lighted Machine, new model No. GL-28, Giant Hand Power Lift, Hawkinson System Instruction Book, Giant Set of rubber patterns, special small hand tools and material and floor stand .....$237.50

Standard Non-Lighted Machine only, old model No. 72-S.$120.00
Hand Power Standard Lift only..... 25.00
Standard System only..... 20.00
Floor Stand..... 22.50

Standard Hawkinson System complete, including standard Non-Lighted machine, old model, No. 72-S, Standard Hand Power Lift, Hawkinson System Instruction Book, Standard set of rubber patterns, special small hand tools and material also Floor Stand.....$187.50

Giant Non-Lighted Machine only, old model No. 27-G....$140.00
Hand Power Giant Lift only..... 25.00
Giant system only..... 25.00
Floor Stand..... 22.50

Giant Hawkinson System Equipment complete including Giant Non-Lighted machine, old model No. 27-G, Giant Hand Power Lift, Hawkinson System instruction Book, Giant set of rubber patterns, special small hand tools and material, also Floor Stand .....$212.50

Standard Lighted Machine only, new model No. SL-82... 140.00
Giant Lighted Machine only..... 165.00
Hand Power Standard Lift only..... 25.00
Hand Power Giant Lift only..... 25.00
Hydraulic Power Giant Lift only..... 50.00
Giant Power Machine complete with stand model No. PG-18 285.00
Standard Power Machine complete with stand, model No. PS-81 ..... ..... 260.00

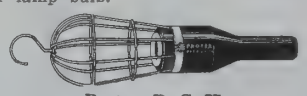
No charge for export packing, machines packed knocked down in cases, all prices are f.o.b. Minneapolis, Minn.

*Discount No.* 120.

## PORTABLE LAMPS

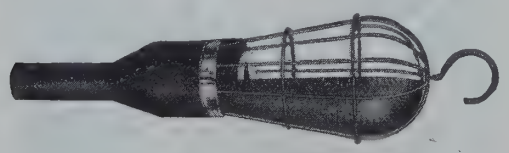
### PROTEX RUBBER HANDLED LAMPS
(Daniel Woodhead Co.'s)

Protex Holders prevent shocks, fires, broken wires and broken lamps. The Protex handle is made of high grade rubber compound which furnishes complete electrical protection. The Unit is sold without cord or lamp bulb.



Protex P G H

Protex P G H—Protex holder, socket and wire guard with hook, each..... $2.50
Protex P G holder, socket and wire guard without hook, each ..... 2.25



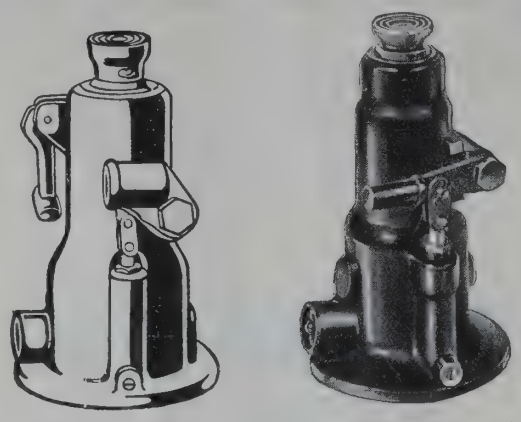
Protex P G H R

Protex Reflector Unit P G H R—Protex Holder, half shade reflector, guard, hook and socket, each..... $3.25
Protex G R guard only, with reflector, each..... 1.75

*Discount No.* 143.

## JACKS

### PEDERSON OILJAK
(The Oil Jack Co., Inc.)



You cannot appreciate how easy it is to lift and lower loads with a Pedersen "Oiljak" until you try it yourself. No matter how thoroughly you understand its operation, you will be surprised at the smooth, easy working of the Pedersen "Oiljak" and the ease of control which it gives. Never before has there been such a jack. Whatever your work, whether you merely carry a jack in your car for emergencies or need jacks daily in your business, you will find the Pedersen "Oiljak" a revelation.

MODEL JB-10
(Up to 10 Tons Capacity)

Recommended especially for solid tire service where jack is required to lift fully loaded trucks. Also for general construction and contracting work, road-building, spring shackle work, machine shops and every kind of heavy duty machinery.
Height Lowered .....10½ inch Weight .....27 lbs.
Height Raised .....16½ inch Price .....$35.00

MODEL JB-3
(Up to 3 Tons Capacity)

For light duty trucks, buses and general garage work, and every kind of light repair work.
Height Lowered ..... 9 inch Weight .....12 lbs.
Height Raised .....14 inch Price .....$16.50

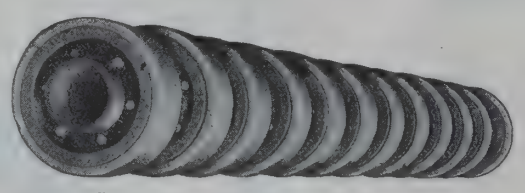
HANDLE

An 18-inch handle is furnished for the 3 and 10-ton sizes.

*Discount No.* 186.

## WHEELS AND CASTERS

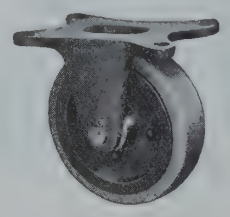
(Divine Brothers Co.'s)



Heavy Duty Type Wheels

| Wheel Diametre | Width of Tread | Equipped With Plain Bearing | Equipped With Hyatt Bearing |
|---|---|---|---|
| 2½" | ¾ | $1.60 | ..... |
| | 1" | 2.30 | ..... |
| | 1½ | 2.90 | $5.40 |
| | 1⅝ | 3.75 | 7.20 |
| | 1¾ | 4.60 | 8.00 |
| 7 | 1¾ | 6.60 | 11.40 |
| 8 | 2" | 8.00 | 12.50 |
| 9 | 2⅛ | 10.50 | 15.20 |
| 10 | 2¼ | 13.00 | 17.90 |
| 11 | 2¼ | 15.50 | 20.60 |
| 12 | 2¼ | 18.00 | 23.30 |
| 14 | 2¼ | 26.00 | 40.00 |
| 16 | 2¼ | 34.00 | 49.00 |
| 18 | 2¼ | 42.00 | 58.00 |
| | 2¼ | 50.00 | 67.00 |

Swivel Caster



Rigid Caster

"INDESTRUCTO" SWIVEL CASTER
Equipped With Divine Wheels.

| Wheel Diametre | Height Over All | With Plain Bearing Wheels | With Hyatt Bearing Wheels |
|---|---|---|---|
| 2½" | 3½" | $3.10 | ..... |
| 3 | 4¼ | 3.90 | ..... |
| 4 | 5¼ | 4.80 | $7.30 |
| 5 | 6½ | 6.85 | 10.30 |
| 6 | 7½ | 7.85 | 11.25 |
| 7 | 8½ | 10.00 | 14.80 |
| 8 | 9½ | 11.60 | 16.10 |

INDESTRUCTO RIGID CASTERS.
Equipped With Divine Wheels.

| Wheel Diametre | Height Over All | With Plain Bearing Wheels | With Hyatt Bearing Wheels |
|---|---|---|---|
| 2½" | 2⅞ | $2.35 | ..... |
| 3 | 3¼ | 3.20 | ..... |
| 4 | 4⅜ | 4.05 | $6.55 |
| 5 | 5⅞ | 5.15 | 8.60 |
| 6 | 6½ | 6.30 | 9.70 |
| 7 | 7⅜ | 8.60 | 13.40 |
| 8 | 8½ | 10.30 | 14.80 |

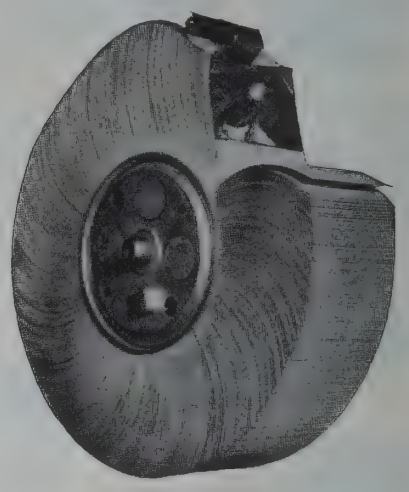
BALL BEARING WHEELS

| Wheel Diametre | Wheel Alone | With Swivel Caster | With Rigid Caster |
|---|---|---|---|
| 4" | $4.00 | $6.00 | $5.30 |
| 5" | 5.20 | 8.50 | 6.80 |
| 6" | 6.40 | 9.80 | 8.20 |

**These are List Prices only. Subject to Special Discounts.**

## MUTOSCOPES

### MOTION PICTURE MACHINES
(International Mutoscope Reel Co.'s)



MUTOSCOPE REEL

Mutoscope, complete, with stand, reel, metal display, frame, display sign card and art photograph.....$110.00
Mutoscope reel, each..... 30.00

WEIGHTS AND MEASUREMENTS

| No. of Machines packed in case | Approximate weights Pounds | Kilos | Measurements in inches |
|---|---|---|---|
| 1 | 100 | 46 | 35 x 12 x 20 |
| 2 | 200 | 91 | 35 x 26 x 20 |
| 3 | 300 | 136 | 35 x 29 x 20 |

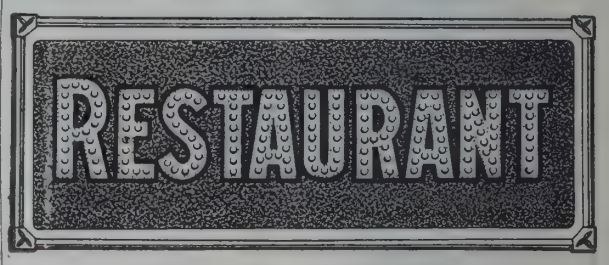
TERMS

Cash in New York, documents against payment. Goods packed for export and delivered free alongside steamer, New York.

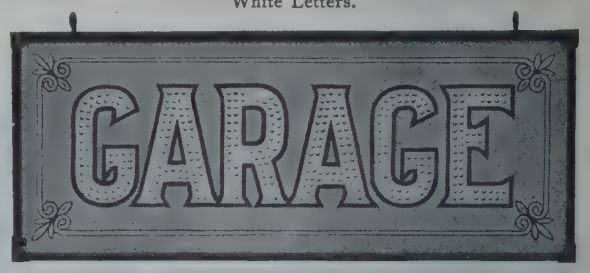
*Discount No.* 155.

## ELECTRIC SIGNS

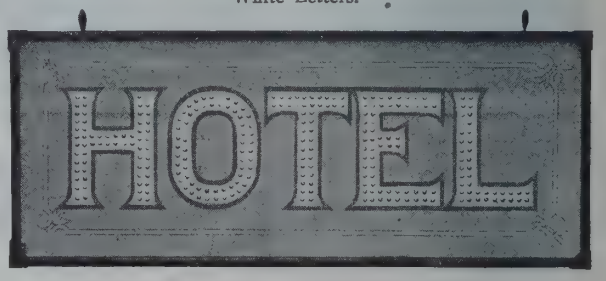
### McSAVANEY ALL-STEEL ELECTRIC SIGNS
(The McSavaney Co.'s)




No. 661—Size 2 x 7—Price $70.00
Illuminated, same copy both sides. Green Glass Smalt Background. White Letters.




No. 610—Size 2 x 5—Price $58.00
Illuminated same copy both sides. Green Glass. Smalt Background. White Letters.




No. 614—Size 2 x 5—Price $58.00
Illuminated same copy both sides. Blue Glass Smalt Background. White Letters.

These prices include all hanging equipment but do not include hanging or lamps.

All signs shipped f.o.b. New York.

*Discount No.* 147.

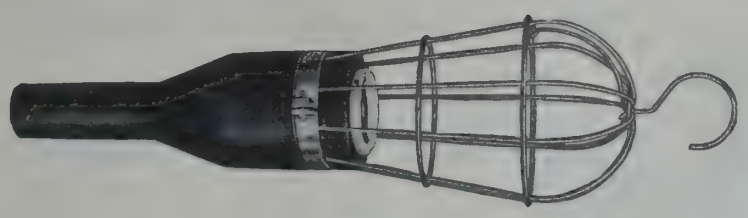
## SLITTERS AND REWINDERS

### MEISEL SLITTERS AND REWINDERS FOR ALL PURPOSES
(Meisel Press Manufacturing Co.'s)

Meisel Sheet Cutters—Automatic intermittent feed. Cuts all kinds and thicknesses of paper, from News to thickest Cardboard; various Cloths, Combed Cloth and Paper, Tinfoil and other material taken from the web.

Because of Special Sizes being required for special purposes, prices can only be quoted upon application, that the machine required to do the Special work may be specified.

*Discount No.* 138.



## This is the PRŌTEX Portable

The rubber handle extension lamp. Its use prevents shocks, fires, broken wires, broken lamps and effectively eliminates the danger which lurks in every extension lamp. Approved by Board of Fire Insurance Underwriters.

**DANIEL WOODHEAD CO.**
15 North Jefferson Street
CHICAGO U. S. A. ILLINOIS

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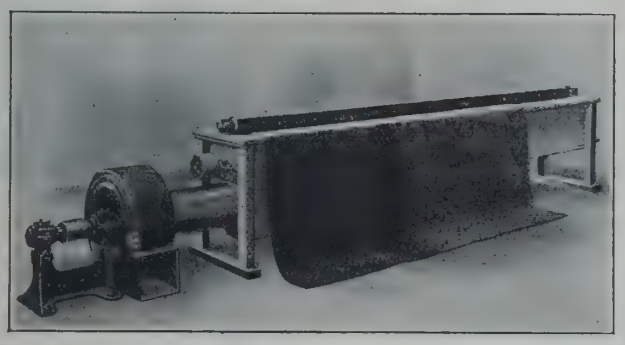
*New!* THE
## "BETTER BEATER"

Weight 1325 Pounds For Export



Belt Drive

5 H.P. Required

A Low-priced Dusting Machine for the thorough Cleaning of Rugs and Carpets.

*Prices and details upon request*

**NUSLY BROS. CO., Inc.**
CANTON, OHIO, U. S. A.

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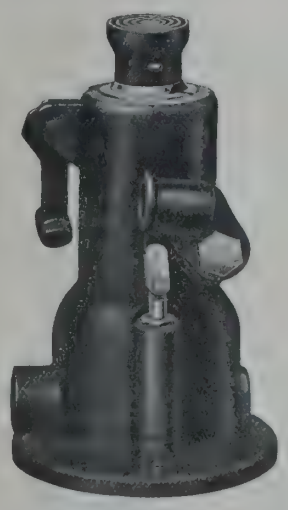

## THE PEDERSEN "OILJAK"

*FOR USE IN*

| | |
|---|---|
| Industrial Plants | Shipbuilding and Marine Work |
| Construction Contractors | Truck Owners |
| Agricultural Work | Fleet Operators |
| Taxicabs | Garages |
| Motor Buses | Service Stations |
| Fire Departments | Builders |
| Municipal and Highway Departments | Waterworks |
| | Mines |

With the Pedersen Oiljak, any load within the limit of the jack's capacity can be raised with little effort, steadily, smoothly and quickly. It also lowers the load without jar or shock and can be instantly stopped at any position. Moreover, the jack may be operated with little, short, inch-by-inch motions of the handle if desired. A full stroke is not necessary as in the case of most jacks. This makes the Oiljak particularly practical for use in cramped quarters. Also in dangerous locations, this jack can be operated at a distance by using a longer handle.

The "OILJAK" is made of the highest quality material and workmanship

**The Oil Jack Co., Inc., 15 Park Row, New York, U. S. A.**

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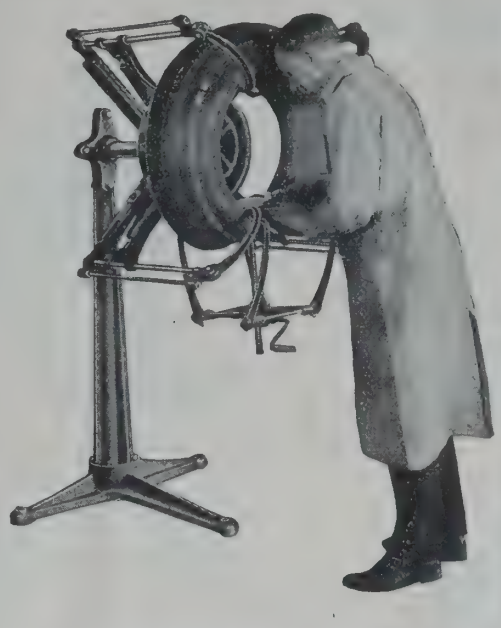

## KEHAWKE TIRE MACHINE

For repairing and inspecting auto tires. Opens any size from the smallest to the largest. The entire casing opened at the same time and it can be revolved. Flaps and inner tubes can be removed and replaced and centered up in the casing while spread in this machine. It is a silent salesman. It shows the tire owner the exact condition of his tire—defect or injury, or the cause of his trouble.

## HAWKINSON SYSTEM TIRE REPAIR

The tire repair that has revolutionized the tire repair business in the United States. A fundamentally and scientifically correct and permanent pneumatic tire repair for all sizes of pneumatic tires from the smallest Balloon to the largest pneumatic truck tire. An inlay by splicing method that replaces each broken cord. These repairs will not bulge if properly applied. There are thousands of KeHawKe Tire Machines and Hawkinson Systems in use all over the world. Information available upon request.

**KEHAWKE MANUFACTURING CO.**
*MINNEAPOLIS - - - MINNESOTA*
*UNITED STATES*

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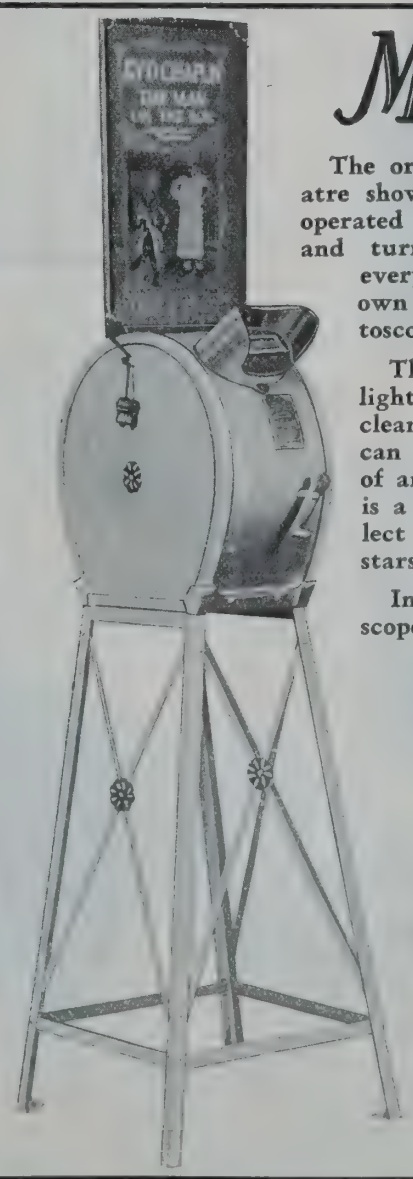


## *Mutoscope*
TRADE MARK

The original miniature automatic theatre showing genuine motion pictures—operated by dropping a coin in the slot and turning the handle. Everybody, everywhere, enjoy working their own movies and that's why the Mutoscope is a great money maker.

The latest improved models are light weight, all metal construction, clean cut and very attractive. They can be adjusted to work with a coin of any value, size or weight. There is a large assortment of reels to select from, featuring many popular stars of the stage and the screen.

In thousands of places the Mutoscope is earning from $5.00 to $10.00 weekly. It is easily installed in stores, theatres, hotel and club-lobbies, amusement halls, etc., wherever there are 45 centimeters square of floor space available.

The Mutoscope is inexpensive, pays for itself quickly, and then all receipts are clear profit to you.

Whether you want to make $2,000.00 or $20,000.00 extra profit a year depends on the number of Mutoscopes you can have in operation. We can show you how. Write for details today.

**International Mutoscope Reel Co., Inc.**
623 West 43rd St.
New York, U. S. A.

Cable address "Mutoscope," New York
Codes: BENTLEY'S, Western Union.

# LEATHER, SUNDRIES

## SHOES AND SHOE SUPPLIES TRUNKS, BAGS, POCKET BOOKS, DRESSINGS AND SPECIALTIES.

INFORMATION SUPPLIED TO IMPORTERS FREE OF CHARGE. WE WILL PUT YOU IN DIRECT COMMUNICATION WITH THE MAKER OF PARTICULAR LINE YOU MAY DESIRE. ADDRESS: "LEATHER AND SUNDRIES DEPARTMENT"

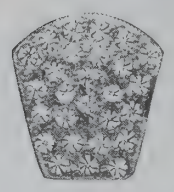
EXPORTERS AND IMPORTERS JOURNAL, INC.
17 STATE ST., NEW YORK. U. S. A.

## METAL SHOE ORNAMENTS

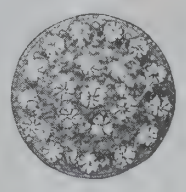
(The Reynolds Co.)

REYCO

RHINESTONE SLIDE ORNAMENTS



Price per dozen pairs, $10.20



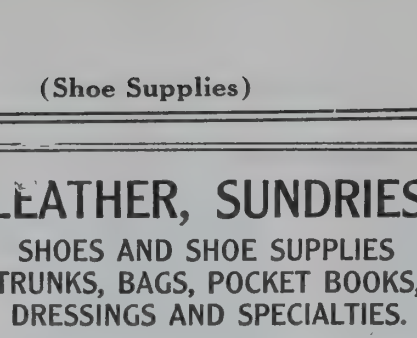
Price per dozen pairs, $7.20

RHINESTONE CLAMP ORNAMENTS

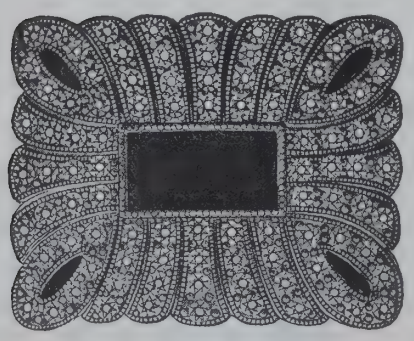
Price per dozen pairs, $9.00

Price per dozen pairs, $6.00

RHINESTONE COLONIAL BUCKLES



Price per dozen pairs, $21.00



Price per dozen pairs, $30.00

SPECIAL EXPORT OFFER

Upon receipt of Bank Draft or Money Order for $75.00 or an order through any responsible export and import merchant we will ship by parcel post, wherever possible packed for ocean shipment an assortment of six dozen pairs of these buckles.

*Discount No.* 131.

## CHICLE

(Earle Brothers)

*Prime Mexican Chicle, price per pound.....in bond $0.56
*Prime Venezuelan Chicle, price per pound..... 0.39
**Prime Eureka Compound, price per pound..... 0.47½
(American consumers large users)
**Prime Champur Compound, price per pound..... 0.38
Prices f.a.s. steamer, New York ton (2,240 pounds) lots
* In bags 170 pounds each; ** in barrels 170 pounds each.

*Discount No.* 190.

## LEATHER REPAIRERS

CRAYONS AND LIQUID REPAIRERS FOR LEATHER
(Brockton Crayon & Color Co.'s)

Russia Repairer: To repair all russia calf shoes. Made in all colors.....Per doz. $5.50
Russia Crayons: To repair blemishes on calf shoes. In all colors.....Per doz. 2.00
Fancy Colored Crayons: To repair blemishes on all fancy colored vici and calf leather.....Per doz. 2.50
Black Patent Leather Repairer No. 1: To repair cuts and damages on Black Patent Leather.....Per doz. 5.50
Black Patent Leather Crayons: To repair blemishes around the edges of Black Patent Leather Shoes.....Per doz. 2.00
Gun Metal, Vici, Mat Kid Crayons: To repair cuts on above leathers.....Per doz. 2.00
Colored Patent Leather Repairer No. 1: To repair all colors of patent leather from white to black. Send clipping of leather to be matched.....Per doz. 12.00
Colored Patent Leather Crayons: To repair small cuts around edges.....Per doz. 3.00
Gold Repairer: For repairing Gold Leathers. Must be used in conjunction with Gold Crayon.....Each 2.00
Silver Repairer: For repairing Silver Leather. Must be used in conjunction with Silver Crayon.....Each 1.50
Silver Paste: For repairing Silver Leather where the finish has been removed.....Each 1.50
Gold and Silver Crayons: Used in conjunction with above repairers.....Each .50
Glace Kid Repairer: For repairing all colors of Fancy Glace Kid.....Each 1.50
Glace Kid Crayons: Used in conjunction with above repairers.....Each .50
Mettl-Tone Repairer No. 1: Repairing all leathers having a mettle base covered with a lacquer finish.....Each 1.50
Abbo Calf Repairer No. 1 (Copper Tone): For repairing all colors of mettle base patent leather.....Each 1.50
Abbo Calf Repairer No. 2: To blend edge of the above Fillers with shoe.....Per doz. 6.00
Abbo Calf Flow No. 3: To varnish above fillers where No. 2 is not used.....Per doz. 6.00
Abbo Calf Crayons: Used on small cuts around edges of shoe.....Per doz. 6.00
Enamel Remover: For removing enamel on all kinds of patent leather.....Quart 1.50
Oil Stain Remover: Used in removing oil spots or stains on calf shoes.....Per doz. 4.50
Black Patent Leather Repairer No. 2: For blending edge of No. 1 repairer with shoe.....Per doz. 4.50
Black Patent Leather Flow No. 3: For varnishing shoes when No. 2 is not used.....Per doz. 5.00
Black Satin Repairer: For repairing small places on black satin shoes.....Per doz. 5.50
Black Satin Dressing: For restoring the luster on satin shoes.....Gallon 3.00
Shoe Cleaners: For removing small dirt spots from bottoms or uppers of calf shoes.....Per doz. 2.50
Cement Shoe Cleaners: For removing cement stains and spots from Russia Calf Shoes.....Per doz. 5.00
Colorless Patent Leather No. 3 Flow: For varnishing colored patent leathers when No. 2 is not used...Per doz. 5.00

Gun Metal Calf Repairer: For repairing cuts on Gun Metal Leather.....Per doz. 5.50
Vici Kid Repairer, Black: For repairing cuts on Black Vici Leather.....Per doz. 5.50
Gun Metal Patent Leather Repairer: For repairing cuts or blemishes on Gun Metal Patent Leather. Must be used in conjunction with Gun Metal Powder.....Each 1.00
un Metal Powder: Used in conjunction with Gun Metal Patent Leather Repairer or Gun Metal Glace Kid Crayons.....Each 1.50
un Metal Glace Kid Crayons: Used in conjunction with Gun Metal Powder for repairing small places on Gun Metal Patent Leather.....Each .50

*These prices include export packing. F. O. B. Factory, Stoughton, Mass.*

*Discount No. 33.*

## RUBBER HEELS

(Hanover Rubber Co.'s)

MEN'S "NU-LIFE"

inch Sizes:
6 — 11/12 ..... .09
12/13 ..... .10
13/14 — 14/15 ..... .11
7/16 inch Sizes:
6 — 11/12 ..... .08
12/13 ..... .09

⅜s JUNIOR "NU-LIFE"

Sizes:
9 — 12 ..... .045
13.14 ..... .05
15.16 ..... .055
17.18 ..... .0650
19.20 ..... .08
21.22 ..... .09

⅜s CUBAN "NU-LIFE"

Sizes:
000 — 7 ..... .0425

The above prices are for Black and Tan packed in bulk.
Nails 25 cents per hundred pair extra.
Individual carton and nails one cent per pair extra.
Prices on quantity orders may be obtained from Henry W. Peabody & Co.
These prices include packing for ocean shipment and are F.O.B. New York.

HANOVER STORM-SEAL RUBBER WELTING

| Colors | Price per yard |
|---|---|
| Black | .05 |
| Mahogany | .05 |
| Light Tan | .055 |
| White | .06 |

Prices include packing for ocean shipment F.O.B., New York.

*Discount No. 7*

## SHOES

### Willur Coon Shoes

(W. B. Coon Co.'s)

These are the famous special measurement shoes widely advertised as giving "a made-to-measure fit in ready-to-wear shoes." More than six thousand retailers have built up a fast growing and profitable volume with these shoes. Sizes 1 to 12, widths AAAAAA/AAAA to EEE/EEEEE. These ready for immediate delivery from stock.

Style No. 1960

Style No. 1960—Standard ball measure, instep and heel three widths narrower, patent leather. Per pair..... $5.75
Style No. 1961—Black kid. Price per pair..... 5.75

Style No. 1996

Style No. 1996—Standard ball measure, instep and heel two widths narrower, patent leather. Price per pair.... $6.00
Style No. 1995—Black kid. Price per pair..... 6.00

Style No. 1969

Style No. 1969—Standard ball measure, instep and heel two widths narrower, black kid. Price per pair..... $6.00
Style No. 1968—Patent leather. Price per pair..... 6.00

*Discount No.* 80

## HOSIERY

FINE SEAMLESS HALF HOSE
(Ritter Hosiery Co.'s)

No. 18—Ritterhose made from extra high grade combed peeler yarn with a heavy three thread reinforced heel and toe. Per doz.....$2.12

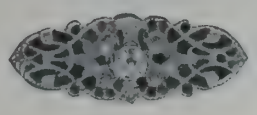
Style No. 50—Vanguard half hose made from an extra high grade of mercerized yarn with a heavy six thread reinforced heel and toe. No better mercerized sock is made and the wearing qualities are wonderful. Price per doz..... 2.81

Style No. 125—Made from Celanese Brand Yarn and mercerized with a heavy four thread reinforced heel and toe. A very beautiful sock which holds its color indefinitely. Price per doz..... 4.37

Size of socks from 8½ to 11½ inclusive.
Prices quoted are for quantities of 100 dozen and upwards to a shipment; in smaller quantities the price is 5c per dozen additional.

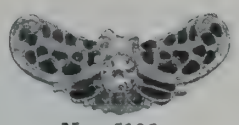
*Discount No.* 89

## Rhinestone Clamp Ornaments



No. 5056

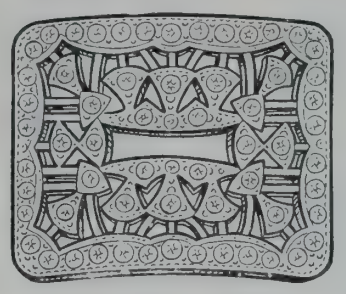
No. 5105



No. 5106

SPECIAL EXPORT OFFER SPECIAL ASSORTMENT SEVEN DOZEN PAIRS
$40.00

Upon receipt of bank draft or money order, or an order through any responsible export and import merchant we will ship by parcel post, wherever possible, packed for ocean shipment one dozen pairs each of the seven styles displayed.



No. S-629

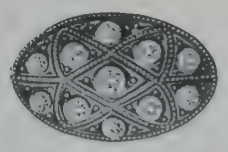
Rhinestone Colonial Buckle

## THE REYNOLDS COMPANY

Providence, Rhode Island, U. S. A.

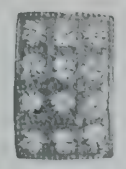
*Designers and Manufacturers of Shoe Ornaments of every description.*

## REYCO Shoe Ornaments



No. 4123

No. 1346



No. 3038

Rhinestone Slide Buckles

SHOE MANUFACTURERS ATTENTION

We make a specialty of supplying the Shoe Manufacturing Trade. We will ship sample pairs at quantity prices for the Shoe Trade. Write for our Special Shoe Style Service.

## RUBBER HEELS OF FINE QUALITY

FOR SHOE MANUFACTURERS AND SHOE COBBLERS

*Honest Value*

## "NU-LIFE"

The **HEEL** of **Greater Vitality**

**Nu-Life Heels are standard as to shape and nailing and can be furnished in THREE HEIGHTS ½ inch, 7/16 inch *and* ⅜ inch.**

**HANOVER STORM-SEAL RUBBER WELTING waterproofs the shoe, it is inseamed with the regular welt and allows no water to penetrate between the upper and the sole.**

***See price current this journal for complete prices on Nu-Life Rubber Heels and Hanover Storm-Seal Rubber Welting.***

***Orders filled direct upon receipt of letter of credit, or through Henry W. Peabody & Co., 17 State Street, New York City.***

*SERVICE – STYLE – SATISFACTION*

## Hanover Rubber Company

WEST HANOVER, MASS., U. S. A.

## RELIABLE LEATHER REPAIRERS

For thirty years Mullen Brothers has made a specialty in giving the shoe manufacturer a repairer for patent leather and other leathers which could not be surpassed in quality of workmanship. Results obtained from Mullen's Repairers are safe and positive.

A Patented Process. U. S. & Foreign Patents granted.

**MULLEN'S DRI-ENAMEL**

Under the new Dri-Enamel process no extensive experience is necessary. The preparation is molded in crayon form which is rubbed in a circular motion on the part of the leather to be repaired. Dries very quickly and shoes can be packed in an hour's time. Complete instructions with every order.

For complete description of Mullen Brothers Repairers and Crayons see Price Current this Journal. Please note special export sample offer.

Orders accepted through any reliable export and import merchant. Or direct upon remittance.

**MULLEN'S SHOE REPAIRER LINE INCLUDES**

**MULLEN'S EASY RUSSIA REPAIRER**
For thirty-two years the standard.

**MULLEN'S PATENT LEATHER REPAIRER**
The old reliable.

**MULLEN'S DRI-ENAMEL**
The perfect patent leather repairer.

**MULLEN'S NEW IDEA CRAYON**
For repairing black vici, box calf, velour calf.

*We make a repairer for every leather tanned, over 600 shades carried in stock.*

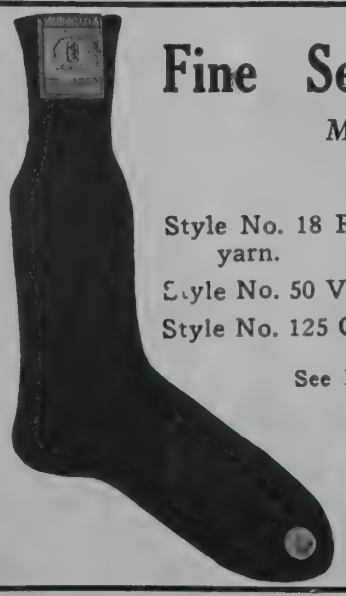
**SEND $10.00**

We will send you a good sample line of our different Leather Repairers—boxed for export. F. O. B. New York.

Wachholtz and Hertz, Hamburg, 35, Germany. | Gimson Shoe Mchy. Co., Ltd. Leicester, England. | Etablissements "KRUX" Courbevoie (Seine) France

## MULLEN BROTHERS

BROCKTON, MASS., U. S. A.



## Fine Seamless Half Hose

*Made in Three Styles*

FOR EXPORT

Style No. 18 Ritterhose extra high grade of peeler yarn.

Style No. 50 Vanguard high grade mercerized yarn.

Style No. 125 Celanese brand yarn.

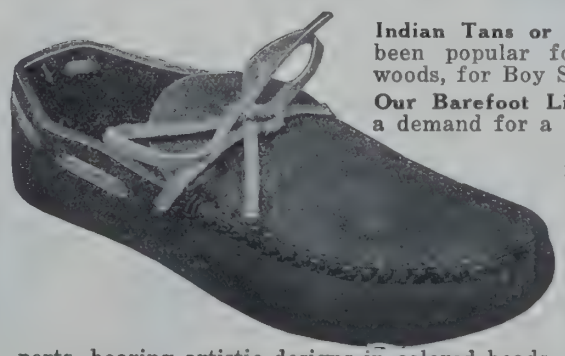
See Price Current this Journal for Prices.

Manufactured by

## Ritter Hosiery Company

Fleetwood, Pa.

## INDIAN TANS & CAMP MOCS



**Indian Tans or Canoe Moccasins** have been popular for years for wear in woods, for Boy Scouts, etc.

**Our Barefoot Line is the outcome** of a demand for a serviceable knockabout shoe for children, ideal for vacation, being soft and pliable, allowing for natural growth of the feet.

**Our Hiawatha Line of Slippers** is the best that can be made. They are made by experts, bearing artistic designs in colored beads, burnt work or painted effects, they also give long service wear.

SEE PRICE CURRENT THIS JOURNAL FOR OTHER STYLES AND PRICES. ORDERS ACCEPTED THROUGH ANY RESPONSIBLE EXPORT AND IMPORT MERCHANT.

## R. J. SAWYER, INC.

FREEPORT, MAINE

# DRY GOODS, NOTIONS
## NOVELTIES
## AND SUNDRIES.

INFORMATION IN REFERENCE TO AMERICAN DRY GOODS (SOFT GOODS), NOVELTIES AND SUNDRIES SUPPLIED TO IMPORTERS FREE OF CHARGE. WE WILL PUT YOU IN DIRECT COMMUNICATION WITH THE MANUFACTURER OF THE GOODS YOU REQUIRE. ADDRESS: "DRY GOODS AND SUNDRIES DEPARTMENT"

EXPORTERS AND IMPORTERS JOURNAL, INC.
17 STATE ST., NEW YORK. U. S. A.

## ABDOMINAL BELTS

DR. ARMMORI'S ABDOMINAL AND MUSCULAR BELTS.
(The Standard Corset Company, Inc.)

Simplicity is the keynote of the Armmori Belt. It consists of four muscle supporting bands so arranged that each can be separately adjusted to fit the necessary requirement. The Armmori supports and lifts your figure by adopting the Natural Abdominal Muscular System which serves to co-ordinate with the Rectus Abdominous, the Oblique, Internus and Transversus muscles. The bands are made of Armor-Lastic, a type of woven elastic that can be washed and ironed as often as desired at home or laundry and is absolutely guaranteed not to stretch out of shape or lose its efficiency after one year's wear, thus giving three times the wear of any other type of woven or knitted elastic belts.

1—Surgicalloy stay, curved to fit the abdominal convex. Extremely light, may be bent as often as necessary to adjust to figure corrections.
2—Upper right muscle band made of Armor-Lastic.
3—Upper left muscle band made of Armor-Lastic.
4—Lower right muscle band made of Armor-Lastic.
5—Lower left muscle band made of Armor-Lastic.
6—Side lacing to allow for adjustments.
7—Pat. Pecheno super support.

No. 500.—Price Per Dozen.....$39.00
No. 501.—Higher Quality, Per Dozen..... 60.00
Sizes range from 26 to 56.

*Discount No.* 231

## HAIR PINS

### HUMP HAIR PINS
*(The Hump Hair Pin Mfg. Co.'s)*

Single Size Packages (20 Count)

Nos. 1, 2, 3, 4, 5—One size to the package. Twelve packages to the bundle, banded. Twelve bundles to the gross.

Per Gross Packages $3.42 net

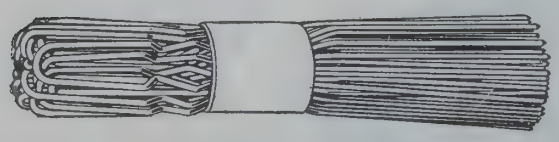
Assorted Size Package (40 Count)

No. 6—Assorted sizes. Five sizes to the package. Twelve packages to the bundle, banded. Twelve bundles to the gross. (Order No. 6.)

Per Gross Packages $6.84 net

CURLPERETTES for bobbed hair, per gross cards $3.40

### LIBERTY BELLE HAIR PINS



Tube Bundles

No. 805
35 Count. Bronze, Crimped, Invisible, 1¾ and 2 inch.
Per gross bundles.....$1.94

No. 905
35 Count. Black, Crimped, Invisible. 1¾ and 2 inch.
Per gross bundles.....$1.48

No. 808
20 Count. Bronze, Crimped, Medium Weight. 2¼, 2½, 2¾ and 3 inch.
Per gross bundles.....$1.58

No. 908
20 Count. Black, Crimped, Medium Weight, 2¼, 2½, 2¾ and 3 inch.
Per gross bundles.....$1.30

Paper Wrapper

No. 910
20 Count. Black, Straight, Medium Weight. 2¼, 2½, 2¾ and 3 inch.
Per gross bundles.....$1.30

No. 740
2¼, 2½, 2¾, 3, 3¼ inch. 12 Papers to the Bundle, 12 Bundles to the Carton.
Per gross papers.....$ .70

No. 750
2¼, 2½, 2¾, 3, 3¼ inch. 12 Papers to the Bundle, 12 Bundles to the Carton.
Per gross papers.....$ .70

No. 760
2½, 2¾, 3, 3¼, 3½ inch. 12 Papers to the Bundle, 12 Bundles to the Carton.
Per gross papers.....$ .88

No. 770
2½, 2¾, 3, 3¼, 3½ inch. 12 Papers to the Bundle, 12 Bundles to the Carton.
Per gross papers.....$ .88

### CABINETS

No. 1016 Black—No. 1120 Bronze

70 Count assorted sizes 1¾ and 2 inch. Twelve Cabinets to the Carton. Twelve Cartons to the gross.
Per gross cabinets.....$2.75

No. 1005

70 Count. Assorted Standard Sizes.
Per gross cabinets.....$2.75
Prices are net f. o. b. New York or San Francisco.

## EAR RINGS

(P. & A. Linton Co.'s)
HOOP EAR RINGS AND EAR DROPS

MADE IN U.S.A.

Assorted Rolled Gold Plate Hoop Ear Rings

No. 0570 No. 0700 No. 043

No. 044 No. 0701 No. 0612

Priced from $21.25 to $32.00 per gross pair.

SEAMLESS GOLD SHELL EAR RINGS

No. 0475 No. 0472 No. 0493

Priced from $16.60 to $26.00 per gross pair.

EAR RINGS

No. 1078 No. 1077 No. 1153

Priced from $22.50 to $83.75 per gross pair

SPECIAL EXPORT OFFER

We will send two dozen pair of eighteen numbers (3 gross pair) of our best export numbers, packed in carton, postage and insurance paid to destination, for $50 U. S. currency. Until satisfactory credit is arranged cash in full with order, or letter of credit is required, or one-third on account, balance by draft attached to documents, payable at New York. When ordering by cable, please use our codewords for numbers and Bentley's or A. B. C. 5th for quantities, dates and shipping instructions. Our cable address: Palinton, Providence, R. I. All prices F. O. B. Providence, R. I. Insurance extra.

*Discount No.* 16

## MOCCASINS

((R. J. Sawyer, Inc.)

No. 4105—Moccasin

HIAWATHA MOCCASIN SLIPPERS

| Stk. No. | | Men's | Boys' | Youths' |
|---|---|---|---|---|
| 1582 | Tan Elk, Burnt Designs, Flexible Sole | $2.80 | $2.60 | $2.40 |
| 1589 | Tan Elk, Burnt Design Flexible Sole | 2.35 | 2.15 | 1.90 |
| 1573 | Tan Elk, Burnt Design, Flexible Sole | 2.00 | 1.85 | 1.70 |
| 1673 | Tan Elk, Burnt Design Padded Sole | 2.90 | 2.70 | 2.50 |
| 1598 | Tan Elk, Burnt Design Eiderdown Lining | 2.40 | 2.20 | 1.90 |
| 1502 | Tan Elk, Burnt Design Eiderdown Lining | 1.90 | 1.75 | 1.60 |

BAREFOOT MOCCASINS

| Stk. No. | | Miss' 11-2 | Childs.' 6-10 | Infts. 1-5 |
|---|---|---|---|---|
| 1724 | Tan Bal. soft counter, flexible sole | $2.60 | $2.35 | $2.00 |
| 1709 | Tan Ox. soft counter, flexible sole | 2.50 | 2.25 | 2.00 |
| 1741 | Tan Ox. soft counter, flexible sole, perforated tip | 2.20 | 2.10 | 1.90 |
| 1738 | Tan Ox., sole over heel, flexible sole | 2.00 | 1.85 | 1.70 |
| 1739 | Smoke Ox., sole over heel, flexible sole | 2.00 | 1.85 | 1.70 |
| 1768 | Tan Moccasin Bal | | 1.40 | 1.10 |
| 1769 | Smoke Moccasin Bal | | 1.40 | 1.10 |
| 1770 | Chocolate Moccasin Bal | | 1.40 | 1.10 |
| 1772 | Tan Moccasin Bal, padded sole | | 1.70 | 1.40 |
| 1773 | Smoke Moccasin Bal, padded sole | | 1.70 | 1.40 |
| 1774 | Chocolate Moccasin Bal, padded sole | | 1.70 | 1.40 |

INDIAN TANS—CAMP MOCCASINS

| | | Men's 6-12 | Boys' 3-5 | Youths' 11-2 |
|---|---|---|---|---|
| 1469 | Brown Special Oil Tan | $2.25 | $2.00 | $1.75 |
| 1471 | Oil Tan Moccasin Leather | 2.25 | 2.00 | 1.75 |
| 1472 | Black Waterproof | 2.00 | 1.80 | 1.60 |
| 1474 | Black Waterproof (Sole and Heel) | 2.75 | 2.50 | 2.25 |
| 1476 | Brown Oil Tan | 2.00 | 1.80 | 1.60 |
| 1477 | Brown Special Oil Tan (Sole and Heel) | 3.00 | 2.75 | 2.50 |
| 1496 | Brown Oil Tan No. 2 Quality | 1.50 | | |

LADIES INDIAN TANS

| | | |
|---|---|---|
| 1498 | White Buckskin (Collar and Eyelet, Beaded) | $2.75 |
| 1499 | Brown Waterproof (Collar and Eyelet, Sole and Heel) | 2.75 |

BOY SCOUT SPECIAL
Sizes 1 to 8

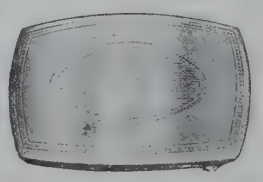
| | | |
|---|---|---|
| 1492 | Brown Oil Tan | $1.65 |
| 1493 | Brown Oil Tan (Sole and Heel) | 2.25 |

*Discount No.* 182.

## BELT BUCKLES

ANCHOR BRAND BELT TRIMMINGS

(North & Judd Mfg. Co.'s)



No. 3004

Size 1 inch

| | List Prices Per Gross |
|---|---|
| Nickel | $19.00 |
| Gilt | 24.00 |

No. 1769½

| Sizes Inch | Nickel | Gilt |
|---|---|---|
| 1 | $4.50 | $7.00 |
| 1¼ | 5.00 | 7.50 |
| 1½ | 6.00 | 8.50 |

No. 1774½

| Sizes Inch | Nickel | Gilt |
|---|---|---|
| ¾ | $3.00 | $5.50 |
| 1 | 3.50 | 6.00 |
| 1¼ | 4.00 | 6.50 |

| | No. T-6685 | No. T-2694 |
|---|---|---|
| | No. T-6681 | No. T-2696 |
| Mat Silver with Inlay | $44.00 | $38.00 |
| 2-tone Silver with Inlay | 48.00 | 42.00 |

*Discount No.* 109.

# Restore Your Figure with the Armmori New Health Belt

Four muscle bands made of patented Armor-Lastic give healthful, lifting support and restrain your abdomen.

This new belt meets all the necessary requirements in cases of Obesity, Operative Wounds, Sacrolliac Strain, Pregnancy, Ante and Post Partum, Ptosis and other surgical uses when your physician prescribes a surgical belt.

The Armmori Belt can be laundered freely and is guaranteed not to stretch out of shape after one year's wear.

**IT LIFTS—IT SUPPORTS**

**Let us help you restore your figure with this inexpensive belt.**

**See Price Current this Journal which shows styles, sizes and prices.**

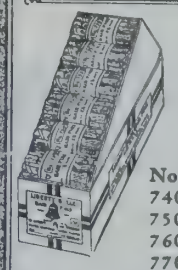
**Orders accepted direct upon remittance or through any reliable export and import merchant. Our booklet "Facts" containing valuable information on the use of Surgical Belts, and describing the various ailments for which belts are prescribed will be sent free upon request.**

## STANDARD CORSET COMPANY, INC.

144 RACE STREET, HOLYOKE, MASS., U.S.A.

NEW YORK OFFICE, 1270 BROADWAY

# LIBERTY-BELLE HAIR PINS



Nos.
740
750
760
770

Nos. 745, 755, 765, 775

## PAPER WRAPPED

**Packed in units of 10 pins. In bundles of 12 and 16 packages, 9 or 12 bundles to the Gross Carton.**

**Light wire pins made in sizes 2¼, 2½, 2¾, 3 and 3¼ inches. Heavy wire pins in sizes 2½, 2¾, 3, 3¼ and 3½ inches. Straight or crimped.**

**Nos. 740—745—750—755**
**70c net per Gross**
**Nos. 760—765—770—775**
**88c net per Gross**

Sole Manufacturers

## THE HUMP HAIRPIN MFG. CO.

SOL H. GOLDBERG, President

Prairie Ave. Cor. 20th St. CHICAGO, U. S. A.

*MANUFACTURERS OF HIGH GRADE*

# CARD-BOARDS

# Hurlock

for the Illustrating and Drawing Boards for the Artists, Architects, and Students. Mat and Mounting boards for the Photographer and Picture Framer.

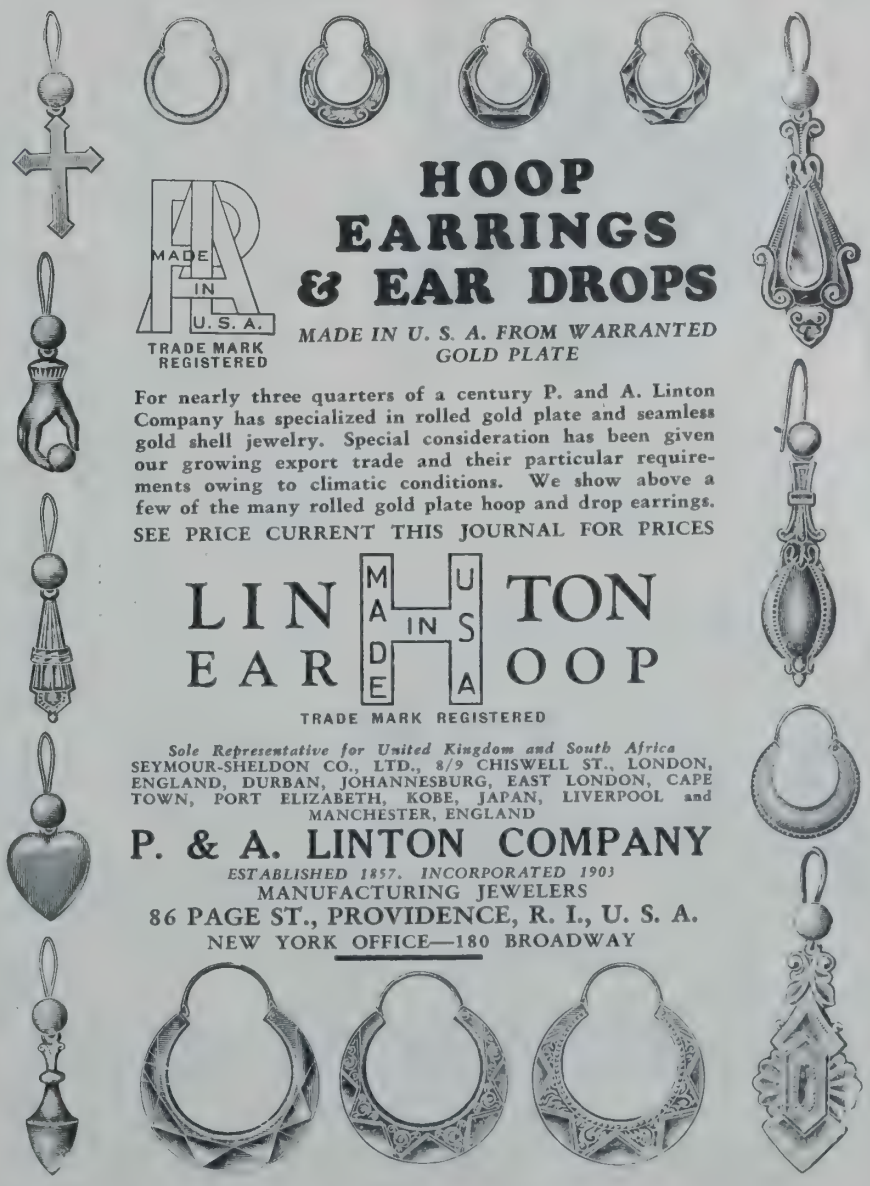
**SHO-CARD BOARDS**
**FANCY DISPLAY BOARDS**
**for the Sign Writer and Advertiser**

Royal Crest Card-Board Products are endorsed by America's leading dealers.

*Free Samples and Lowest Prices on Request*

## HURLOCK BROS. COMPANY, INC.

OFFICE AND WORKS: 3436-38 Market St. 3435-39 Ludlow St. PHILADELPHIA



MADE IN U. S. A.
TRADE MARK REGISTERED

# HOOP EARRINGS & EAR DROPS

*MADE IN U. S. A. FROM WARRANTED GOLD PLATE*

**For nearly three quarters of a century P. and A. Linton Company has specialized in rolled gold plate and seamless gold shell jewelry. Special consideration has been given our growing export trade and their particular requirements owing to climatic conditions. We show above a few of the many rolled gold plate hoop and drop earrings.**

SEE PRICE CURRENT THIS JOURNAL FOR PRICES

LINTON EAR HOOP

MADE IN U.S.A.

TRADE MARK REGISTERED

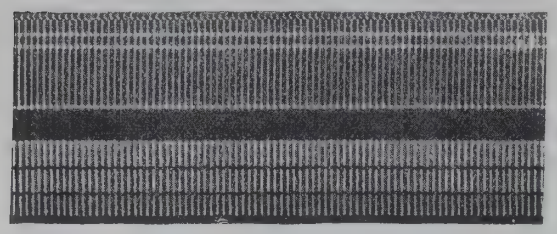
*Sole Representative for United Kingdom and South Africa*
SEYMOUR-SHELDON CO., LTD., 8/9 CHISWELL ST., LONDON, ENGLAND, DURBAN, JOHANNESBURG, EAST LONDON, CAPE TOWN, PORT ELIZABETH, KOBE, JAPAN, LIVERPOOL and MANCHESTER, ENGLAND

## P. & A. LINTON COMPANY

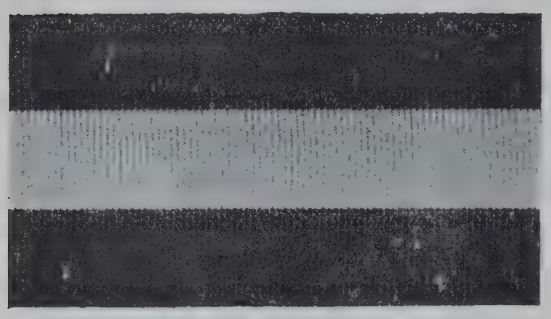
*ESTABLISHED 1857. INCORPORATED 1903*
MANUFACTURING JEWELERS
86 PAGE ST., PROVIDENCE, R. I., U. S. A.
NEW YORK OFFICE—180 BROADWAY

## HAT BANDS

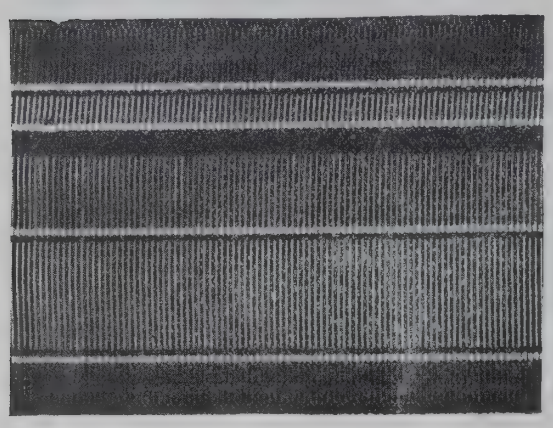
Wick—Fancy Adjustable Hat Bands
(Wick Narrow Fabric Co.'s)



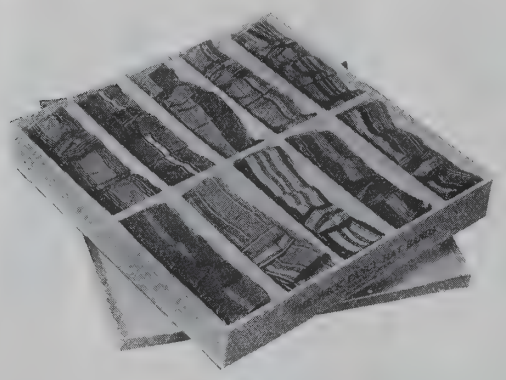
Typical 12-ligne (1 inch) Band



Typical 17-ligne (1½ inch) Band



Typical 23-ligne (2 inch) Band



There are hundreds of different patterns.

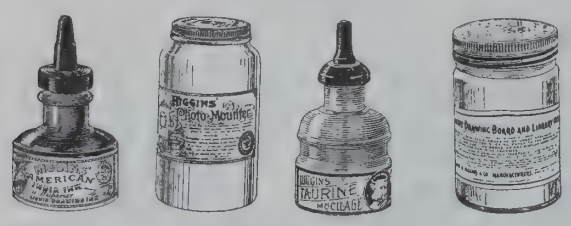
| | | |
|---|---|---|
| 12-ligne Fancy Grosgrains. | Per doz | $2.75 |
| 17-ligne Fancy Grosgrains. | Per doz | 3.50 |
| 23-ligne Fancy Grosgrains. | Per doz | 4.25 |
| 23-ligne Raised Cords. | Per doz | 6.00 |
| Silk Puggaree Scarfs. | Per doz | 4.25 |
| Crepe Puggaree Scarfs. | Per doz | 6.00 |

These prices are F.O.B. Philadelphia, Pa.

*Discount No.* 103.

## INKS AND ADHESIVES

(Chas. M. Higgins & Co.'s)




**Higgins' Drawing Inks**

**¾ oz. bottles, any assortment, per gross, in five gross lots $19.80; per gross in single, $21.00. Colors: carmine, brick red, orange, violet, green, blue, vermilion, indigo, brown scarlet white and yellow.**

*Discount No.* 241.

**Higgins' Eternal Ink—2 oz. bottles, per dozen.....$1.80**
**Higgins' Photo Mounter and Higgins' Drawing Board and Library Paste, ¾ oz. jars, per dozen, $2.40; 6 oz. jars, per dozen .....$4.20**
**Higgins' Office Paste, 4 oz. jars, per dozen, $3.00; 8 oz. jars per dozen, $5.40.**
**Higgins' Taurine Mucilage, 2 oz. bottles, per dozen.....$1.80**
*Discount No.* 151.

## VULCANIZED FIBRE SHEETS, RODS, ETC.

(Delaware Hard Fibre Co.'s)

Hard or Flexible Vulcanized Fibre Sheets.

| Thickness Inches | Thickness Millimeter | Approximate weight per sheet Pounds | Approximate weight per sheet Kilos | Price per Pound | Price per Kilo |
|---|---|---|---|---|---|
| 004 | .1 | .66 | .30 | $.55 | $1.21 |
| 005 | .125 | .8 | .37 | .50 | 1.10 |
| .010 | .250 | 1.6 | .75 | .50 | 1.10 |
| .015 | .375 | 2.5 | 1.13 | .50 | 1.10 |
| 020 | .5 | 3.3 | 1.5 | .50 | 1.10 |
| 1/32 | .8 | 5. | 2.27 | .50 | 1.10 |
| 3/64 | 1.2 | 7.5 | 3.40 | .50 | 1.10 |
| 1/16 | 1.6 | 10. | 4.54 | .50 | 1.10 |
| 3/32 | 2.4 | 15. | 6.81 | .50 | 1.10 |
| ⅛ | 3. | 18. | 8.18 | .50 | 1.10 |
| 3/16 | 4.5 | 27. | 12.27 | .51 | 1.12 |
| ¼ | 6.3 | 36. | 16.36 | .51 | 1.12 |
| 5/16 | 8. | 45. | 20.45 | .51 | 1.12 |
| ⅜ | 9.5 | 54. | 24.54 | .51 | 1.12 |
| 7/16 | 11. | 63. | 28.63 | .51 | 1.12 |
| ½ | 12. | 72. | 32.72 | .53 | 1.17 |
| 9/16 | 14. | 90. | 40.90 | .56 | 1.23 |
| ⅝ | 16. | 108. | 49.09 | .59 | 1.30 |
| ¾ | 19. | 126. | 57.27 | .64 | 1.41 |
| ⅞ | 22. | 144. | 65.45 | .71 | 1.56 |
| 1 | 25. | 162. | 73.63 | .85 | 1.87 |
| 1-⅛ | 29. | 180. | 81.81 | 1.00 | 2.20 |
| 1-¼ | 32. | 198. | 90. | 1.20 | 2.64 |
| 1-⅜ | 35. | 216. | 98.18 | 1.45 | 3.19 |
| 1-½ | 38. | 234. | 106.36 | 1.75 | 3.85 |
| 1-⅝ | 42. | 253. | 114.54 | 2.25 | 4.95 |
| 1-¾ | 45. | 270. | 122.72 | 3.25 | 7.15 |
| 1-⅞ | 48. | 288. | 130.90 | 4.25 | 9.35 |
| 2 | 50. | | | | |

1/32 inch thick and under *Discount No.* 26. Over 1/32 inch to ½ inch thick, not inclusive, *Discount No.* 91. ½ inch thick and over, *Discount No.* 26.

HARD VULCANIZED FIBRE RODS (Round)

| Diameter in Inches | Diameter in Millimeter | Feet per Pound | Meters per Kilo | Price per Pound | Price per Kilo |
|---|---|---|---|---|---|
| 3/32 | 2.4 | 241. | 160. | $14.46 | $31.81 |
| ⅛ | 3. | 186. | 90. | 8.16 | 17.95 |
| 3/16 | 4.5 | 60. | 40. | 3.60 | 7.92 |
| ¼ | 6.3 | 34. | 22.50 | 2.38 | 5.24 |
| 5/16 | 8. | 22. | 14.78 | 1.76 | 3.87 |
| ⅜ | 9.5 | 15. | 10.03 | 1.50 | 3.30 |
| 7/16 | 11. | 11. | 7.39 | 1.32 | 2.90 |
| ½ | 12. | 8.5 | 5.50 | 1.27 | 2.79 |
| 9/16 | 14. | 6.7 | 4.50 | 1.20 | 2.64 |
| ⅝ | 16. | 5.4 | 3.63 | 1.13 | 2.49 |
| 11/16 | 17.5 | 4.5 | 3.02 | 1.13 | 2.46 |
| ¾ | 19. | 3.8 | 2.55 | 1.14 | 2.51 |
| 13/16 | 20.05 | 3.2 | 2.15 | 1.15 | 2.53 |
| ⅞ | 22. | 2.8 | 1.88 | 1.17 | 2.57 |
| 15/16 | 24. | 2.4 | 1.61 | 1.20 | 2.64 |
| 1 | 25. | 2.1 | 1.40 | 1.26 | 2.77 |
| 1-⅛ | 29. | 1.7 | 1.15 | 1.36 | 2.99 |
| 1-¼ | 32. | 1.4 | .94 | 1.68 | 3.70 |
| 1-⅜ | 35. | 1.1 | .73 | 1.92 | 4.22 |
| 1-½ | 38. | .94 | .63 | 2.35 | 5.17 |
| 1-⅝ | 42. | .80 | .54 | 2.80 | 6.16 |
| 1-¾ | 45. | .69 | .46 | 3.45 | 7.59 |
| 1-⅞ | 48. | .60 | .41 | 4.80 | 10.56 |
| 2 | 50. | .53 | .35 | 6.36 | 13.99 |

*Discount No.* 99.

HARD VULCANIZED FIBRE TUBES

Colors:—Red, Black, and Gray.

| Inside Diam. In. In Inches | Inside Diam. In. In M/M | THICKNESS OF WALL 1/32 | 1/16 | 3/32 | ⅛ | 5/32 | 3/16 | 7/32 | ¼ | 9/32 | 5/16 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | .8 | 1.6 | 2.4 | 3. | 4. | 4.5 | 5.5 | 6.3 | 7. | 8. |

ALL THESE PRICES ARE PER ONE POUND

| | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ⅛ | 3. | $20.48 | $10.60 | $7.32 | $6.40 | | | | | | |
| 5/32 | 4. | 20.42 | 10.60 | 7.32 | 6.40 | | | | | | |
| 3/16 | 4.5 | 14.63 | 8.00 | 5.69 | 5.12 | | | | | | |
| | 6. | 14.63 | 8.00 | 5.69 | 5.12 | | | | | | |
| ¼ | 6.3 | 5.69 | 3.10 | 2.17 | 1.92 | 1.72 | 1.58 | | | | |
| 5/16 | 8. | 4.65 | 2.80 | 1.97 | 1.74 | 1.64 | 1.49 | | | | |
| | 9. | 4.65 | 2.80 | 1.97 | 1.74 | 1.64 | 1.49 | | | | |
| ⅜ | 9.5 | 4.33 | 2.60 | 1.82 | 1.68 | 1.57 | 1.47 | | | | |
| 7/16 | 11. | 3.75 | 2.40 | 1.70 | 1.56 | 1.51 | 1.41 | | | | |
| ½ | 12. | 3.61 | 2.30 | 1.62 | 1.54 | 1.46 | 1.39 | 1.34 | 1.28 | | |
| 9/16 | 14. | 3.45 | 2.20 | 1.62 | 1.51 | 1.43 | 1.39 | 1.34 | 1.28 | | |
| ⅝ | 16. | 3.41 | 2.10 | 1.56 | 1.49 | 1.42 | 1.38 | 1.33 | 1.28 | | |
| 11/16 | 17.5 | 3.34 | 2.10 | 1.57 | 1.47 | 1.40 | 1.38 | 1.33 | 1.28 | | |
| | 18. | 3.34 | 2.10 | 1.57 | 1.47 | 1.40 | 1.38 | 1.33 | 1.28 | | |
| ¾ | 19. | 3.27 | 2.10 | 1.52 | 1.46 | 1.41 | 1.37 | 1.32 | 1.28 | | |
| 13/16 | 20.5 | 3.22 | 2.00 | 1.53 | 1.45 | 1.39 | 1.37 | 1.32 | 1.28 | | |
| ⅞ | 22. | 3.18 | 2.00 | 1.49 | 1.44 | 1.37 | 1.36 | 1.32 | 1.28 | | |
| 15/16 | 24. | 3.14 | 1.90 | 1.50 | 1.43 | 1.37 | 1.36 | 1.31 | 1.28 | | |
| 1 | 25. | 3.10 | 1.90 | 1.46 | 1.42 | 1.38 | 1.35 | 1.31 | 1.28 | | |
| 1-⅛ | 29. | 3.04 | 1.80 | 1.45 | 1.41 | 1.37 | 1.35 | 1.31 | 1.28 | | |
| 1-¼ | 32. | 3.00 | 1.80 | 1.44 | 1.40 | 1.36 | 1.34 | 1.31 | 1.28 | | |
| 1-⅜ | 35. | 2.95 | 1.70 | 1.42 | 1.39 | 1.36 | 1.34 | 1.31 | 1.28 | | |
| 1-½ | 38. | 2.92 | 1.65 | 1.40 | 1.38 | 1.35 | 1.34 | 1.30 | 1.28 | | |
| 1-⅝ | 42. | 2.90 | 1.65 | 1.39 | 1.37 | 1.35 | 1.33 | 1.30 | 1.28 | | |
| 1-¾ | 45. | 2.85 | 1.60 | 1.39 | 1.36 | 1.35 | 1.33 | 1.30 | 1.28 | | |
| 1-⅞ | 48. | 2.85 | 1.60 | 1.38 | 1.36 | 1.34 | 1.32 | 1.30 | 1.28 | | |
| 2 | 50. | 2.86 | 1.60 | 1.37 | 1.35 | 1.34 | 1.32 | 1.30 | 1.28 | 1.25 | 1.25 |
| 2-⅛ | 54. | 2.82 | 1.60 | 1.37 | 1.35 | 1.34 | 1.32 | 1.30 | 1.28 | 1.25 | 1.25 |
| 2-¼ | 57. | 2.80 | 1.60 | 1.36 | 1.35 | 1.33 | 1.32 | 1.30 | 1.28 | 1.25 | 1.25 |
| 2-⅜ | 60. | 2.79 | 1.55 | 1.36 | 1.34 | 1.33 | 1.31 | 1.30 | 1.28 | 1.25 | 1.25 |
| 2-½ | 63.5 | 2.79 | 1.55 | 1.35 | 1.34 | 1.33 | 1.31 | 1.29 | 1.28 | 1.26 | 1.25 |
| 2-⅝ | 67. | 2.78 | 1.55 | 1.35 | 1.33 | 1.32 | 1.31 | 1.29 | 1.28 | 1.26 | 1.25 |
| 2-¾ | 70. | 2.76 | 1.55 | 1.35 | 1.33 | 1.32 | 1.31 | 1.29 | 1.28 | 1.26 | 1.25 |
| 2-⅞ | 73. | 2.75 | 1.55 | 1.35 | 1.33 | 1.31 | 1.31 | 1.29 | 1.28 | 1.26 | 1.25 |
| 3 | 76. | 2.74 | 1.55 | 1.34 | 1.33 | 1.31 | 1.30 | 1.29 | 1.28 | 1.27 | 1.25 |
| 3-⅛ | 79.5 | 2.74 | 1.50 | 1.34 | 1.33 | 1.31 | 1.30 | 1.29 | 1.28 | 1.27 | 1.25 |
| 3-¼ | 82.5 | 2.73 | 1.50 | 1.34 | 1.33 | 1.31 | 1.30 | 1.29 | 1.28 | 1.27 | 1.25 |
| 3-⅜ | 86. | 2.72 | 1.50 | 1.34 | 1.32 | 1.31 | 1.30 | 1.29 | 1.28 | 1.27 | 1.25 |
| 3-½ | 89. | 2.72 | 1.50 | 1.33 | 1.32 | 1.31 | 1.30 | 1.29 | 1.28 | 1.27 | 1.26 |
| 3-⅝ | 92. | 2.71 | 1.50 | 1.33 | 1.32 | 1.31 | 1.30 | 1.29 | 1.27 | 1.27 | 1.26 |
| 3-¾ | 95. | 2.70 | 1.50 | 1.33 | 1.32 | 1.31 | 1.30 | 1.29 | 1.27 | 1.27 | 1.26 |
| 3-⅞ | 98. | 2.70 | 1.50 | 1.33 | 1.32 | 1.31 | 1.30 | 1.29 | 1.27 | 1.27 | 1.26 |
| 4 | 102. | 2.70 | 1.50 | 1.33 | 1.32 | 1.31 | 1.30 | 1.29 | 1.27 | 1.27 | 1.26 |

*Discount No.* 125.
Prices for Insulating Paper on Application

## FIRE AND WATERPROOFING COMPOUNDS

"PROTECTOL"

(Price Fire & Water Proofing Co.'s)

For the proper waterproofing and preserving of canvas and other textiles: Also brick, stone, concrete and wood. Prevents decay and mildew.

| | |
|---|---|
| 1 quart cans | per gallon, $2.20 |
| 1 gallon cans | per gallon, 1.75 |
| 5 and 10 gallon cans | per gallon, 1.55 |
| 55 gallon drums | per gallon, 1.25 |

Packed 24 one quart cans to case; net weight 48 pounds; gross weight 61 pounds; cubic feet 1.715. Packed 6 one gallon cans to case; net weight 39½ pounds; gross weight 65 pounds; cubic feet 1.977. Packed 1 five gallon can to case; net weight 5¼ pounds; gross weight 49 pounds; cubic feet 1.184. Packed in 55 gallon drums; net weight 368 pounds; gross weight 425 pounds; cubic feet 8.295.

*Discount Number* 34

"PERFECTITE"

A waterproofing compound in semi-solid form for auto tops, uggy tops, tents, awnings, horse and wagon covers, tarbaulins, oots or shoes, etc. Made in white or transparent O. D., khaki, rown and black.

| | |
|---|---|
| 1 pound cans | per pound, $0.50 |
| 2 pound cans | per pound, .50 |
| 5 pound cans | per pound, .49 |
| 25 pound kegs | per pound, .47 |
| 100 pound kegs | per pound, .45 |
| 250 pound barrels | per pound, .40 |

Packed 50 one pound cans to case; net weight 50 pounds; gross weight 77 pounds; cubic feet 1.993; packed 100 one pound cans to case; net weight 100 pounds; gross weight 153 pounds; cubic feet 3.789; packed 25 two pound cans to case; net weight 50 pounds; gross weight 72 pounds; cubic feet 1.988; packed 50 two pound cans to case; net weight 100 pounds; gross weight 143 pounds: cubic feet 3.824; packed 10 five pound cans to case; net weight 50 pounds; gross weight 80 pounds; cubic feet 2.222; packed 20 five pound cans to case; net weight 100 pounds; gross weight 159 pounds; cubic feet 4.31.

*Discount Number* 34

"REVIVIT"

A dye, preservative and waterproofing preparation for auto tops, curtains and kindred materials.

| | |
|---|---|
| Pint cans | per pint, $1.00 |
| Quart cans | per quart, 1.85 |
| Gallon cans | per gallon, 6.00 |

Packed 48 pint cans to case; net weight 48 pounds; gross weight 66 pounds; cubic feet 1.90; packed 24 quart cans to case; net weight 48 pounds; gross weight 61 pounds; cubic feet 1.715; packed 6 gallon cans to case; net weight 39½ pounds; gross weight 65 pounds; cubic feet 1.977.

*Discount Number* 41

FIREPROOFING COMPOUND "C"

A standard treatment for all kinds of fabrics to make them fireproof.

| | |
|---|---|
| 1 and 2 pound cans | per pound, $0.45 |
| 5 and 10 pound boxes | per pound, .40 |
| 50 and 100 pound boxes | per pound, .38 |
| 350 pound barrels | per pound, .37 |

Packed 50 one pound cans to case; gross weight 50 pounds; et weight 77 pounds; cubic measurement 1.993; packed 100 one ound cans to case; net weight 100 pounds; gross weight 153 ounds; cubic feet 3.789; packed 25 two pound cans to case; et weight 50 pounds; gross weight 72 pounds; cubic feet 1.988; acked 50 two pound cans to case; net weight 100 pounds; gross eight 143 pounds; cubic feet 3.824; packed 10 five pound cans case; net weight 50 pounds; gross weight 80 pounds; cubic eet 2.222; packed 20 five pound cans to case; net weight 100 pounds; gross weight 159 pounds; cubic feet 4.31; packed 6 ten pound cans to case; net weight 60 pounds; gross weight 82 pounds; cubic feet 1.92; packed in boxes 50 pounds bulk; net weight 50 pounds; gross weight 61 pounds; cubic feet 1.471; packed in boxes 100 pounds bulk; net weight 100 pounds; gross weight 115 pounds; cubic feet 2.25.

*Discount number* 49

MILDEWPROOFING COMPOUND

| | |
|---|---|
| 1 and 2 pound cans | per pound, $0.50 |
| 5 and 10 pound boxes | per pound, .49 |
| 50 and 100 pound boxes | per pound, .46 |

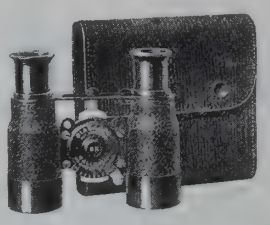
*Discount Number* 34

## OPTICAL GOODS

BIASCOPES, POCKESCOPES AND MICROSCOPES

(Wollensak Optical Co.'s)

BIASCOPES



Six power field glasses for hunting, camping, bird study, theater or movies. Model "A" which is illustrated magnifies six times: objective lens, 25 mm. diameter; compact, light in weight, 7½ oz. may be carried in pocket; lever adjustment; handsome durable finish of black crystallized lacquer; genuine leather case; price, complete, $5.00. Model "B" similar to "A" but with screw focusing system and convenient pupillary adjustment. Price complete with genuine leather case, $7.00.

POCKESCOPES

Pocket telescopes made with the same care and exactness as Biascopes. Have same finish and are supplied with neat leather cases. Where extreme compactness and light weight along with a low price are desired Pocketscopes should be the choice.

Specifications and Prices

| Model | Power | Length (closed) | Price |
|---|---|---|---|
| Pockescope Jr. | 3 | 2⅝" | $1.00 |
| Pockescope | 4½ | 3" | 1.50 |
| Pockescope Sr. | 6 | 3¼" | 2.00 |

MICROSCOPES

There are three sizes of Wollensak microscopes, the 50 power, 100 power and the 250 power. The 100 power which is illustrated has a standard achromatic optical system, large brilliant field of view; objective affording 100 diameter magnification; convenient friction slide adjustment; stage 1⅝ inches diameter with circular spring clip for holding slides; height 5⅛ inches. diameter at base 2¼ inches; finish plain black and crystallized lacquer with nickel trim; plush lined, imitation leather covered case, one prepared slide; complete instructions price $8.50.

| | |
|---|---|
| 50 Power Wollensak Microscope | $2.50 |
| 100 Power Wollensak Microscope | 8.50 |
| 250 Power Wollensak Microscope | 16.50 |

*Discount No.* 19.

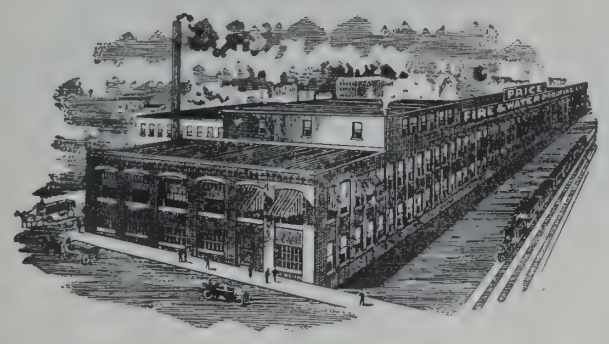
# WATERPROOFING — FIREPROOFING — MILDEWPROOFING OF FABRICS

CAN BE EASILY ACCOMPLISHED BY USING

## *"Price Standard Products"*

INSTRUCTIONS ARE SIMPLE AND RESULTS GUARANTEED.

THE FOLLOWING SPECIALTIES MANUFACTURED




PERFECTITE—A waterproofing compound in concentrated paste form. Convenient and easy to use.

PROTECTOL—A liquid waterproofing preparation which comes ready to use. Both PROTECTOL and PERFECTITE are manufactured in colors, brown, black, olive drab, khaki and transparent.

REVIVIT—A liquid dye preservative and WATERPROOF dressing for automobile tops. Its action is in the material not merely on the surface.

FIREPROOFING COMPOUND "C"—In powder form easily mixed with water. Applied to fabrics in accordance with directions renders them flameproof.

MILDEWPROOFING COMPOUND—A special formula which, when applied to fabrics, not only kills mildew germs but absolutely prevents further destruction.

We have printed a series of attractive and interesting circulars describing all of the above in detail. A complete set will be mailed to any one interested without cost or obligation.

## PRICE FIRE & WATER PROOFING CO.

POUGHKEEPSIE, N. Y., U. S. A.



# 250 POWER MICROSCOPE $16.50

## for school, student, home and laboratory work

The precise optical qualities and the compact size of the Wollensak Microscopes will appeal to scientists and students, and the low prices will interest those who were considering instruments of this kind, but who were unwilling to pay prohibitive prices.

The 250 power microscope has an achromatic optical system with two objective lenses that afford variable magnification from 100 to 250 diameters; simple friction slide focusing arrangement; draw tubes graduated to indicate exact magnification; tilting stand; adjustable mirror; stage 2 inches square; spring clip for holding slides; height 7¼ inches; diameter at base 3 inches; finish plain black and crystallized lacquer with nickel trim; plush lined, imitation leather covered case; one prepared slide; complete instructions.

Wollensak 100 power microscope sells for $8.50, similar to 250 power instrument but without tilting stand; height 5 15/16 inches, diameter at base 2¼ inches; affords 100 diameter magnification.

Also a 50 power Wollensak microscope selling for $2.50.

*For further information see price current*

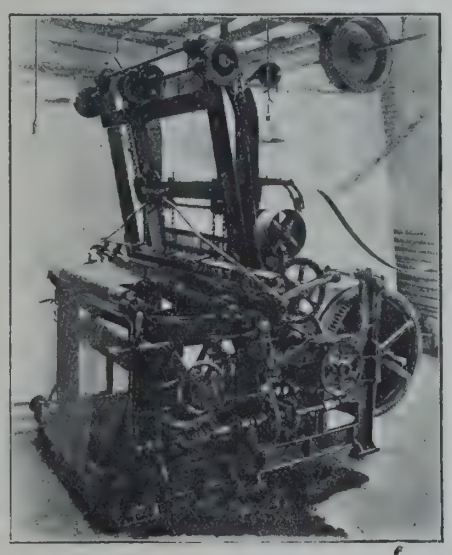
*Write us for literature and discounts on these instruments.*

## WOLLENSAK OPTICAL CO.

945 Hudson Avenue Rochester, N. Y., U. S. A.

*Manufacturers of Binoculars, Telescopes, Microscopes, Photographic Lenses of High Quality.*





# LOOMS FOR WEAVING WIRE CLOTH

KINTZING LOOMS for weaving fine grades of wire cloth, fly wire and hardware wire cloth.

KINTZING LOOMS are in constant use in factories throughout the world, and are standard equipment in most of the largest factories. These looms are positive motion with automatic shut off, one operator can run 12 looms. Looms weave from 4 to 72 inches in width.

Reliable agents wanted abroad.

## KINTZING LOOM MFG. CO.,

HANOVER, PA., U. S. A.

*The Safe Ink for Business Writing—The Correct Ink for Social Correspondence*

Written in Higgins' Eternal Black Ink, signatures and figures on all negotiable instruments cannot be altered, forged or eradicated without detection. Eternal also insures clear and everlasting business writing and record keeping.

And written in Eternal, one's personal letters always stand meticulously correct, as decreed by the etiquette of social correspondence.

*MADE ONLY BY*

CHAS. M. HIGGINS & CO.

271 Ninth St., Brooklyn, N. Y., U. S. A.

London: 11, Farringdon Ave., E. C. 4

## HIGGINS' Eternal Black Ink



# LENSES

TITMUS OPTICAL CO. PERFEX PETERSBURG, VA. U.S.A.

## HIGH GRADE OPTHALMIC

# LENSES

## TORIC, MENISCUS

Our Perfex lenses are produced from a colorless crown optical glass of unvarying refractive index, dispersion and hardness. All curves are based on the dioptral system and are kept true to focus, thickness and centers, by the most precise grinding and polishing tools and processes.

ORDERS RECEIVED THROUGH RESPONSIBLE COMMISSION HOUSES

## Titmus Optical Company, Inc.

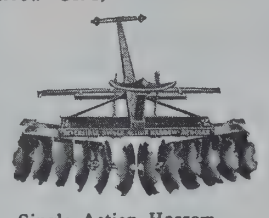
PETERSBURG, VA., U. S. A.

## HARROWS AND PLOWS

### CLARK "CUTAWAY" DISK TILLAGE IMPLEMENTS

(The Cutaway Harrow Co.'s)

Tractor Harrow



Single Action Harrow

Clark "Cutaway" Double Action Tractor Harrows equipped with a hitch allowing a wide range of adjustment. Cutaway disks regular equipment, but solid disks throughout or solid disks in front with Cutaway disks in rear are supplied, at same price, if desired.

| No. | Size | Wt. lbs. | Price |
|---|---|---|---|
| X-5 | 20 18-inch disks, 5½ ft. cut | 675 | $108.45 |
| X-6 | 24 18-inch disks, 6½ ft. cut | 835 | 120.00 |
| X-7 | 28 18-inch disks and center disk, 7½ ft. cut.. | 965 | 130.00 |
| X-8 | 32 18-inch disks and center disk, 8½ ft. cut.. | 1085 | 165.00 |

Note:—No. X-6 is the size for Fordson Tractor.

Clark "Cutaway" Double Action Horse Harrows complete with seat, long pole and hitch. (Other hitches than those listed can be supplied.)

| No. | Size | Wt. lbs. | Price |
|---|---|---|---|
| A-4 | 16 16-inch disks, 4½ ft. cut, 2-h hitch | 440 | $72.85 |
| A-5 | 20 16-inch disks, 5½ ft. cut, 3-h hitch | 555 | 87.45 |
| A-6 | 24 16-inch disks, 6½ ft. cut, 4-h hitch | 630 | 97.85 |
| A-7 | 28 16-inch disks and center disks, 7½ ft. cut.. | 850 | 121.50 |

Above furnished with 18-inch disks at reasonable increase in price.

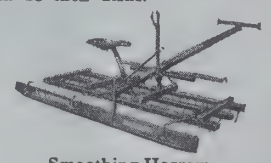
Clark "Cutaway" Single Action Harrows.

| No. | Size | Wt., lbs. | Price |
|---|---|---|---|
| A-4 | 8 16-inch disks, 4 ft. cut, 1 or 2 horse hitch or combination hitch | 260 | $43.80 |
| A-5 | 10 16-inch disks, 5 ft. cut, 2-h hitch | 290 | 47.85 |
| A-6 | 12 16-inch disks, 6 ft. cut, 2-h hitch | 315 | 52.00 |
| A-7 | 14 16-inch disks, 7 ft. cut, 3-h hitch | 445 | 61.50 |

For Tongue Truck in place of long pole and neckyoke, add $3.40 to price.

These Harrows, except A-7, furnished with single, double, triple or quadruple extension wood heads for orchard use. Each extension increases width of cut 2 feet. Each extension costs about 5% extra. Also furnished with 18 inch disks.

Right Lap Plow



Smoothing Harrow

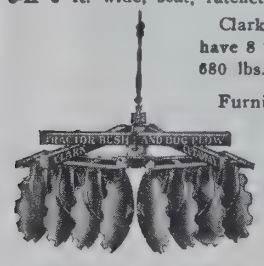
Clark "Cutaway" Right Lap Plows for Tractor.

| No. | Size | Wt., lbs. | Price |
|---|---|---|---|
| 5 | 5 24-inch plowing disks (43 in. cut) 5 18-inch coulter disk | 625 | $102.90 |
| 6 | 6 24-inch plowing disks (53 in. cut) 6 18-inch coulter disk | 800 | 132.50 |
| 9 | 9 24-inch plowing disks (78 in. cut) 9 18-inch coulter disk | 1270 | 210.00 |

Right Lap Plows for use with horses, made in 7 sizes. Both tractor and horse drawn. Right Lap Plows can be furnished with seeder attachment.

Clark "Cutaway" Smoothing Harrows.

| No. | Size | Wt., lbs. | Price |
|---|---|---|---|
| 6 | 6 ft. wide, 1-h hitch | 140 | $27.25 |
| 8 | 8 ft. wide, 2-h hitch | 175 | 31.35 |
| 8-H | 8 ft. wide, seat, ratchet lever, 2-h (as Ills.) | 260 | 47.00 |




Bush & Bog Plow

Clark "Cutaway" Bush and Bog Plows have 8 24-inch disks, cuts 5 ft. wide. Weight 680 lbs., price.....$110.70

Furnished for 4 horses (or bullocks) or with tractor hitch at same price. Bush and Bog Plow Junior is a smaller machine made for 2 horses.

Weights given are net. Prices are f.o.b. cars, New York, goods packed for export.

*Discount No.* 191.

## MILK BOTTLES

(Atlantic Bottle Co's)

Quotations F. O.B. Factory, Tarentum, Pa. with New York Freight allowed. On less than carload shipments a cartage charge of Thirty cents per crate is to be added. If name is to be blown on bottles a charge of two dollars and fifty cents is made for lettering each size of name plate.

Terms of Payment. To be arranged for through Henry W. Peabody and Company, or the buyers Representatives at New York, N. Y., U. S. A.

bottles are made for U. S. Standard Number Two Size Pulp Cap. Forty-Two M. M

U. S. STANDARD MEASURE

| | Half Gallon | One Quart | One Pint | Half Pint |
|---|---|---|---|---|
| One to Ten Gross, Per Gross. | $16.50 | $ 9.00 | $ 7.00 | $ 5.65 |
| Twenty-five to Fifty Gross. Per Gross. | 16.25 | 8.75 | 6.75 | 5.40 |
| Carloads, Assorted Sizes, Per Gross. | 16.00 | 8.50 | 6.50 | 5.15 |

CUBAN MEASURE

| | Half Gallon | 1000 Gramos | 0946 Gramos | 0756 Gramos | 0378 Gramos |
|---|---|---|---|---|---|
| One to Ten Gross, Per Gross. | $16.50 | $9.00 | $9.00 | $9.00 | $7.00 |
| Twenty-five to Fifty Gross, Per Gross. | 16.25 | 8.75 | 8.75 | 8.75 | 6.75 |
| Carloads, Assorted Sizes, Per Gross. | 16.00 | 8.50 | 8.50 | 8.50 | 6.50 |

BRITISH IMPERIAL MEASURE

| | Forty Ounce | Twenty Ounce | Ten Ounce | Five Ounce |
|---|---|---|---|---|
| One to Ten Gross, Per Gross | $ 9.00 | $ 7.00 | $ 5.65 | $ 5.65 |
| Twenty-five to Fifty Gross, Per Gross | 8.75 | 6.75 | 5.40 | 5.40 |
| Carloads, Assorted Sizes, Per Gross | 8.50 | 6.50 | 5.15 | 5.15 |

METRIC SYSTEM MEASURE

| | Litre | Half Litre | Quarter Litre |
|---|---|---|---|
| One to Ten Gross, Per Gross. | $ 9.00 | $ 7.00 | $ 5.65 |
| Twenty-five to Fifty Gross, Per Gross. | 8.75 | 6.75 | 5.40 |
| Carloads, Assorted Sizes, Per Gross. | 8.50 | 6.50 | 5.15 |

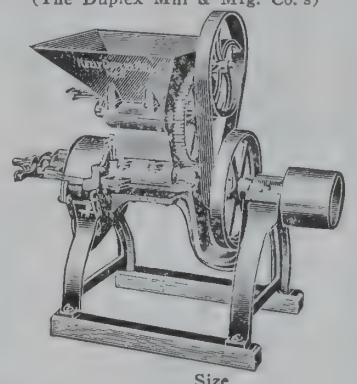
WEIGHTS AND MEASUREMENT

| Bottles | Doz. to Crate | Gross, Lbs. | Net, Lbs. | Dimensions |
|---|---|---|---|---|
| Half Gallon | 4 | 165 | 125 | 23x23x29" |
| Quarts, 1,000 Gramos, 40 oz., Litre | 6 | 152 | 117 | 21x21x31" |
| Pints, 0946 Gramos, 20 Oz., Half Litre | 6 | 98 | 72 | 16x17x26" |
| Half Pints, 0756, Gramos, 10 oz., Quarter Litre | 12 | 125 | 99 | 12x18x30" |

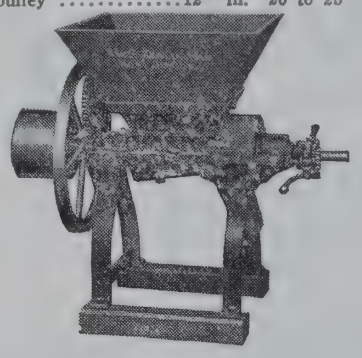
*Discount No.* 67

## CUTTER AND GRINDING MILLS

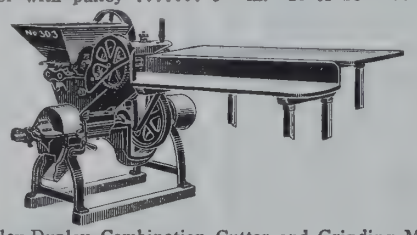
(The Duplex Mill & Mfg. Co.'s)



| Size No. | All Kelly-Duplex Mills use double sets burrs | Size of burr 4 to a set | H.P. | Ship. Wt. Lbs. | List Price |
|---|---|---|---|---|---|
| 1 | With pulley | 6 in. | 3 to 6 | 330 | $ 90.00 |
| 2 | With pulley | 7½ in. | 7 to 10 | 450 | 120.00 |
| 3 | With pulley | 9 in. | 15 to 20 | 600 | 150.00 |
| 4 | With pulley | 12 in. | 20 to 25 | 850 | 202.50 |



| No. | | | | | |
|---|---|---|---|---|---|
| 11 | Junior with pulley | 6 in. | 3 to 6 | 230 | $ 60.00 |
| 33 | Junior with pulley | 9 in. | 15 to 20 | 450 | 90.00 |



Kelley-Duplex Combination Cutter and Grinding Mill

| | | | | | |
|---|---|---|---|---|---|
| 202 | Combination Cutter and No. 2 Mill | 7½ in. | 7 to 12 | 680 | $202.50 |
| 303 | Combination Cutter and No. 3 Mill | 9 in. | 15 to 20 | 960 | 240.00 |
| Sacking Elevator complete (5 ft.) | | | | | 30.00 |
| Wagon Box Elevator with swinging spout, complete | | | | | 42.00 |
| Same with Bagger attachment | | | | | 48.60 |
| Extra hopper for grinding small grain with ear corn | | | | | 7.50 |

F. O. Cars N. Y. City, Packed for Export

*Discount No.* 54

## RADIO WIRE

(Cornish Wire Co.'s)

AERIAL WIRE:—List price per coil

| | | |
|---|---|---|
| No. 50 | 7/24 Bare Stranded Copper | $ .47 per 100 ft. |
| No. 50 | 7/24 Bare Stranded Copper | 4.60 per 1000 ft. |
| No. 51 | 7/22 Bare Stranded Copper | .70 per 100 ft. |
| No. 51 | 7/22 Bare Stranded Copper | 6.90 per 1000 ft. |
| No. 52 | 7/24 Stranded Tinned Copper | .57 per 100 ft. |
| No. 52 | 7/24 Stranded Tinned Copper | 5.60 per 1000 ft. |
| No. 53 | 7/22 Stranded Tinned Copper | .77 per 100 ft. |
| No. 53 | 7/22 Stranded Tinned Copper | 7.60 per 1000 ft. |
| No. 54 | 7/24 Stranded Enameled Copper | .66 per 100 ft. |
| No. 54 | 7/24 Stranded Enameled Copper | 6.50 per 1000 ft. |
| No. 56 | 7/22 Stranded Enameled Copper | .89 per 100 ft. |
| No. 56 | 7/22 Stranded Enameled Copper | 8.80 per 1000 ft. |
| No. 60 | No. 14 Solid Enamel | .72 per 100 ft. |
| No. 60 | No. 14 Solid Enamel | 7.10 per 1000 ft. |
| No. 61 | No. 12 Solid Enamel | 1.06 per 100 ft. |
| No. 61 | No. 12 Solid Enamel | 10.55 per 1000 ft. |
| No. 59 | 16/28 Round Braided Copper | .64 per 100 ft. |
| No. 59 | 16/28 Round Braided Copper | 6.30 per 1000 ft. |
| No. 62 | 16/28 Round Braided Tinned Copper | .72 per 100 ft. |
| No. 62 | 16/28 Round Braided Tinned Copper | 7.10 per 1000 ft. |
| No. 63 | 16/28 Round Braided Enameled Copper | .86 per 100 ft. |
| No. 63 | 16/28 Round Braided Enameled Copper | 8.50 per 1000 ft. |

FLAT BRAIDED RIBBON ANTENNA

25 Wires Braided Flat Into a Ribbon ¼-inch Wide

List Price Per 100 Ft.

No. 65 Plain Copper .....$1.28

No. 66 Tinned Copper .....$1.48

No. 67 Enameled Copper .....$1.70

### ANTENNA KITS

KIT NO. 2
List Price, $3.50

100 Ft. 7/22 Copper Aerial Wire.
50 Ft. Rubber Covered Weather Proof Lead-in Wire.
"Storm King" Lightning Arrester.
2 Glass Insulators.
1 Window Lead-in Strip.
1 Ground Clamp.
3 Porcelain Nail Knobs.
2 Galvanized Screw Eyes.
25 Ft. No. 18 Flexible Rubber Covered Hook-up Wire.
1 Instruction Sheet.

KIT NO. 4
List Price, $2.50

100 Ft. 7/22 Copper Aerial Wire.
40 Ft. Rubber Covered Lead-in Wire.
1 Approved Lightning Arrester.
2 Porcelain Insulators.
1 Window Lead-in Strip.
1 Ground Clamp.
3 Porcelain Nail Knobs.
2 Galvanized Screw Eyes.
25 Ft. No. 18 Flexible Rubber Covered Hook-up Wire.
1 Instruction Sheet.

KIT NO. 5
List Price, $2.00

100 Ft. Coil Special Seven Strand Aerial Wire.
40 Ft. Rubber Covered Lead-in Wire.
1 Approved Lightning Arrester.
2 Porcelain Insulators.
1 Window Lead-in Strip.
1 Ground Clamp.
3 Porcelain Nail Knobs.
2 Galvanized Screw Eyes.
25 Ft. Cotton Covered Hook-up Wire.
1 Instruction Sheet.

KIT NO. 6
List Price, $1.75

100 Ft. Coil Special Seven Strand Aerial Wire.
25 Ft. Rubber Covered Lead-in Wire.
1 Approved Lightning Arrester.
2 Porcelain Insulators.
1 Window Lead-in Strip.
1 Ground Clamp.
2 Porcelain Nail Knobs.
2 Galvanized Screw Eyes.
25 Ft. Cotton Covered Hook-up Wire.
1 Instruction Sheet.

### MAGNET WIRE

Double Cotton Covered

| Gauge | 14 | 16 | 18 | 20 | 22 | 24 | 26 | 28 | 30 | 32 |
|---|---|---|---|---|---|---|---|---|---|---|
| ¼ lb. spool | .26 | .27 | .28 | .31 | .35 | .41 | 49 | 58 | .69 | .85 |
| ½ lb. spool | .45 | .47 | .52 | .57 | .65 | .77 | .92 | 1 12 | 1 32 | 1 63 |
| 1 lb. spool | .83 | .85 | .88 | .98 | 1.12 | 1.34 | 1.62 | 1 90 | 2 26 | 3 10 |

PLAIN ENAMELED

| Gauge | 18 | 20 | 22 | 24 | 26 | 28 | 30 |
|---|---|---|---|---|---|---|---|
| ¼ lb. spool | .24 | .25 | .26 | .28 | .33 | .35 | .38 |
| ½ lb. spool | .43 | .44 | .46 | .49 | .59 | .62 | .70 |
| 1 lb. spool | .74 | .77 | .81 | .85 | 1.06 | 1.12 | 1 28 |

DOUBLE SILK COVERED (GREEN)

| Gauge | 18 | 20 | 22 | 24 | 26 | 28 | 30 | 32 |
|---|---|---|---|---|---|---|---|---|
| ¼ lb. spool | .46 | .53 | .61 | .73 | .90 | 1.13 | 1.46 | 1.85 |
| ½ lb. spool | .87 | 1.04 | 1.18 | 1.42 | 1.74 | 2.18 | 2.84 | 3.60 |
| 1 lb. spool | 1.58 | 1.94 | 2 08 | 2.54 | 3 22 | 3.90 | 5.40 | 6.94 |

All of the above spools are packed one dozen in a box.

"FLEXIBUS"

(Five Colors: Red, Black, Yellow. Green, Brown).

No. 501—25-ft. Carton of Stranded, each .....$ .70
No. 502—1000-ft. Spool of Stranded, per spool ..... 25.00
No. 505—Envelope containing 50 two-ft. lengths of No. 14 Solid, each ..... 2.80

### BATTERY CABLES

No. 220—5 Wire with Terminals, in carton, each .....$ .43
No. 230—6 Wire with Terminals, in carton, each ..... .51
No. 240—7 Wire with Terminals, in carton, etch ..... .57
No. 250—8 Wire with Terminals, in carton, each ..... .66
No. 260—9 Wire with Terminals, in carton, each ..... .74
No. 221—100-ft. Spools—5 Wire Cable, each ..... 7.60
No. 231—100-ft. Spools—6 Wire Cable, each ..... 8.40
No. 241—100-ft. Spools—7 Wire Cable, each ..... 9.00
No. 251—100-ft. Spools—8 Wire Cable, each ..... 9.70
No. 261—100-ft. Spools—9 Wire Cable, each ..... 10.50

### LOOP AERIAL WIRE

No. 550—Consists of 55 Strands of No. 38 Copper, cabled and covered with double maroon cotton.
Mill Spool—about 3 lbs., per lb. .....$2.50
Spool containing 120 ft., per spool ..... 1.50
No. 551—Same as No. 550 excepting covering is silk over cotton (green or maroon).
Mill Spool—about 3 lbs., per lb. .....$3.00
Spool containing 120 ft., per spool ..... 1.75
No. 554—Consists of 60 Strands of No. 38 Copper and 5 Strands of No. 38 Phosphor Bronze Wire cabled and covered with silk over cotton (green or maroon).
Mill Spool—about 3 lbs., per lb.....$3.60
Spool containing 120 ft., per spool ..... 1.95

### ANNUNCIATOR WIRE

(No. 18 Bell Wire)

Half Pound Box, 33c each.

One Pound Box, 62c each.

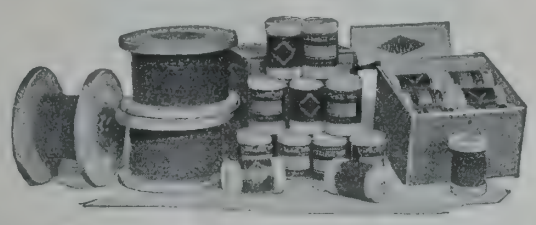
Fifty Foot Box, 2½c each.

Seven Pound Spool, 59c per lb.

These prices are F. A. S. New York, no extra charge for export packing.

*Discount No.* 76.

**AERIAL WIRE**—Solid, stranded, braided. Made of bare copper, tinned copper and enameled copper wire.



**LOOP AERIAL WIRE**—Made of multi-stranded fine copper wire covered with either double cotton or silk over cotton.

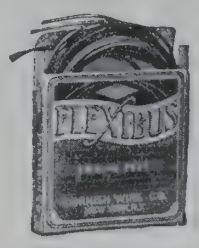
*EVERYTHING IN*

# RADIO WIRE

*FOR EXPORT*

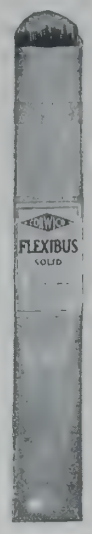
## CORNISH WIRE CO.

*Main Office*
30 CHURCH ST.
NEW YORK, N. Y., U. S. A.




**"FLEXIBUS" SOLID AND STRANDED**

A Hook-up wire covered with a varnished cambric flame proof insulation, finished in five bright colors: Red, green, brown, yellow, and black.




**COMPLETE ANTENNA KITS**

Contain all the necessary material to install a complete aerial.

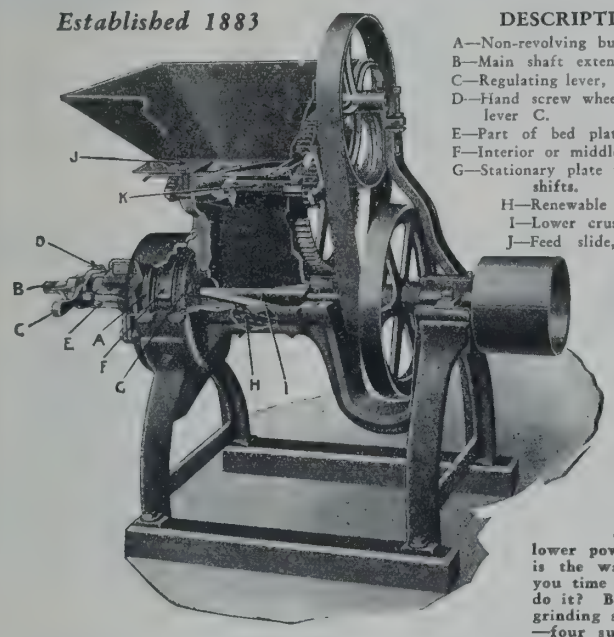
**MAGNET WIRE**—Small spools of popular sizes, neatly wound and suitably labeled for the radio amateur.

THE NEW IMPROVED

# KELLY-DUPLEX GRINDING MILLS

## For Forty Years THE BEST

*Established 1883*




**DESCRIPTION OF PARTS**

A—Non-revolving but laterally adjusting plate.
B—Main shaft extending through machine.
C—Regulating lever, for adjusting fine or coarse.
D—Hand screw wheel used in connection with lever C.
E—Part of bed plate or frame.
F—Interior or middle revolving plate or screw.
G—Stationary plate which neither revolves nor shifts.
H—Renewable liner plate.
I—Lower crusher, turns with shaft.
J—Feed slide, used in grinding small grain and to accommodate power conditions.
K—Spiral shear double cutters and cutter bar. Cuts corn, husks, pea vines, alfalfa, etc.
L—Feed control lever to accommodate power.

If at any time it is necessary, the grinding plates may be instantly thrown apart, by the lever C, as shown, which will allow any obstruction to pass.

**Twice as much work as any other grinding mill of its size! And at a lower power cost at that! That is the way a Kelly-Duplex saves you time and money. How can it do it? Because it has double the grinding surface of any other mill—four surfaces instead of two—and consequently works twice as fast; because its grinding burrs are smaller in diameter and the grinding is done nearer the shaft, thus requiring less power; because there is no back-and-forth movement of the shaft—no end thrust—and the action is always light and true.**

**THERE'S A KELLY-DUPLEX TO MEET ANY REQUIREMENT**

*Kelly-Duplex Mills are made in sizes and styles to meet the requirements of both the small and the big feeder. Look over the popular models illustrated in our catalog. If you don't find exactly what you want, write us—we'll help you find just the mill for your particular needs.*

## THE DUPLEX MILL & MFG. CO.

SPRINGFIELD, OHIO, U. S. A.

| CODES USED | CABLE ADDRESS | EXPORT OFFICE |
|---|---|---|
| A. B. C. 5th Edition | "Duplex" | 115 Broad St. |
| Western Union | "Springfield, Ohio" | New York |

*"Since* **Clark** *1865"*

**"CUTAWAY"**

**ALSO FOR HORSES AND OXEN**

# An Unusual Plow Because It Does Unusual Things

The Clark "Cutaway" Right Lap Plow plows and disks fallow land and grain stubble quicker, cheaper and better than any other plow. It plows and disks hard baked land upon which the ordinary disk harrow or moldboard plow scarcely makes an impression. It leaves the land ready for the seed drill.

And it has been doing these things for more than 30 years.

That is why Clark "Cutaway" Right Lap Plows are being used today in many countries by farmers who demand time and money-saving tillage implements.

Tractor models, all steel construction, Disks (cutout or solid) made of cutlery steel, heat treated and *forged* sharp to prevent cracking, bending or chipping.

***Write for catalog, terms, prices, etc., of Clark "Cutaway" Right Lap Plows and the Clark "Cutaway" Tillage Implements.***

## THE CUTAWAY HARROW CO.

**23 Bridge St.** **Higganum, Conn.**

# ATLANTIC MILK BOTTLES

## HAVE THE THREE ESSENTIAL QUALITIES THAT A GOOD GLASS MILK BOTTLE SHOULD POSSESS

# CLEARNESS-STRENGTH-ACCURACY

**We are prepared to quote prices on Milk Bottles for export shipment to Canada, England, South Africa, Australia, South America and Cuba.**

## ATLANTIC BOTTLE COMPANY

**90 West Broadway, New York, N. Y.**
**Factory, Tarentum, Penn.**

## OPHTHALMIC LENSES

(Titmus Optical Company, Inc.)

### WHITE LENSES ONLY

**Blanks, 48 Round**

| | |
|---|---|
| 3 M/M per pair | $ .09 |
| 4 M/M per pair | .10 |
| 5 M/M per pair | .13 |
| 6 M/M per pair | .18 |

**Semi-finished Meniscus (Minus or Plus Curve)**

| | |
|---|---|
| 3 M/M per pair | $ .45 |
| 4 M/M per pair | .50 |
| 5 M/M per pair | .55 |
| 6 M/M per pair | .70 |

**Finished Meniscus (Plus or Minus)**

| | |
|---|---|
| Plano to 2.00 per pair | $ .70 |
| 2.25 to 4.00 per pair | .75 |
| 4.25 to 6.00 per pair | .95 |

**Toric Rough Cyls. 2½ to 3 M/M Thick**

| | |
|---|---|
| 0.12 to 2.00 per pair | $ .50 |
| 2.25 to 3.00 per pair | .65 |
| 3.25 to 4.00 per paid | .80 |

**Toric Rough Cyls. 4 M/M Thick**

| | |
|---|---|
| 0.12 to 2.00 per pair | $ .55 |
| 2.25 to 3.00 per pair | .65 |
| 3.25 to 4.00 per pair | .80 |

**Toric Rough Cyls. 5 and 6 M/M**

| | |
|---|---|
| 0.12 to 2.00 per pair | $ .65 |
| 2.25 to 3.00 per pair | .80 |
| 3.25 to 4.00 per pair | 1.00 |

**Toric Plano Cyls.**

| | |
|---|---|
| 0.12 to 2.00 per pair | $ .90 |
| 2.25 to 3.00 per pair | 1.00 |
| 3.25 to 4.00 per pair | 1.30 |

### TORIC COMPOUNDS, PLUS ON PLUS

| | | |
|---|---|---|
| 0.12 — 2.00 S. | | $ .90 |
| 2.25 — 4.00 S. | 0.12 — 2.00 C. | 1.25 |
| 4.25 — 6.00 S. | | 1.60 |
| 0.12 — 2.00 S. | | 1.00 |
| 2.25 — 4.00 S. | 2.25 — 3.00 C. | 1.35 |
| 4.25 — 6.00 S. | | 1.70 |
| 0.12 — 2.00 S. | | 1.35 |
| 2.25 — 4.00 S. | 3.25 — 4.00 C. | 1.70 |
| 4.25 — 6.00 S. | | 2.05 |

### TORIC COMPOUNDS MINUS ON PLUS

| | | |
|---|---|---|
| 0.12 — 2.00 S. | | 1.00 |
| 2.25 — 4.00 S. | 0.12 — 2.00 C. | 1.40 |
| 4.25 — 6.00 S. | | 1.80 |
| 0.12 — 2.00 S. | | 1.25 |
| 2.25 — 4.00 S. | 2.25 — 3.00 C. | 1.50 |
| 4.25 — 6.00 S. | | 1.90 |
| 0.12 — 2.00 S. | | 1.65 |
| 2.25 — 4.00 S. | 3.25 — 4.00 C. | 2.05 |
| 4.25 — 6.00 S. | | 2.45 |

*Discount No.* 144—F.O.B. Petersburg, Va.

## IVORY NOVELTIES AND HAIR ORNAMENTS

BRIDGE SCORE PADS
(Royal Comb Co.'s)

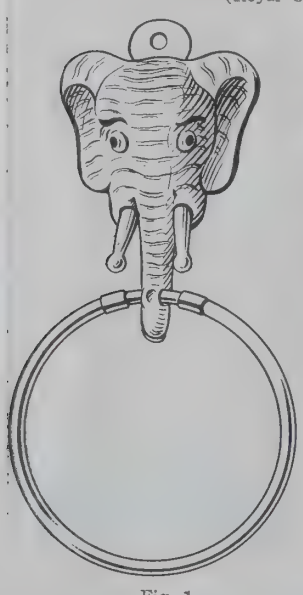


Fig. 1

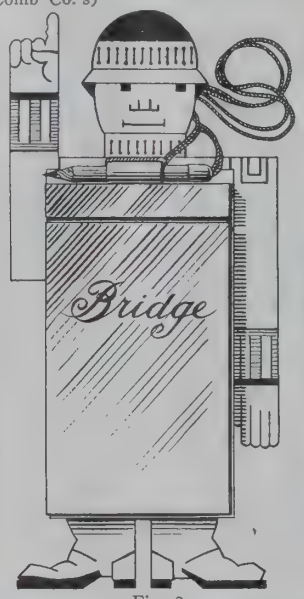



Fig. 2

Fig. 1—Necktie Holder, No. 7334.....Per Gross $72.00
Fig. 2—Bridge Score Pad, No. 245.....Per Gross 96.00

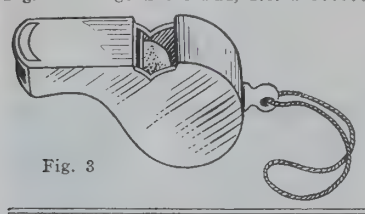


Fig. 3

Fig. 3—Whistles, No. 7569, Price per Gross, $72.00.

*Discount No.* 68.

## RUBBER-COVERED WIRES AND CABLES

(Boston Insulated Wire & Cable Co's.)

| Trade No. | IGNITION | Price per 1000 feet |
|---|---|---|
| 101 | C-7—Plain Rubber, No Braid, 7 mm. dia | $44.00 |
| 102 | C-9—Plain Rubber, No Braid, 9 mm. dia | 58.50 |
| 104 | B-18—Single Braid, 7 mm. dia | 37.00 |
| 107 | B-11—Primary, Single Braid, 11/64 in. dia | 21.60 |
| 108 | B-13—Primary, Double Braid, 13/64 in. dia | 25.00 |
| **Trade No.** | **LIGHTING** | **Price per 1000 feet** |
| 118 | 14-B&S Single Braid, Black | $22.00 |
| 119 | 16-B&S Single Braid, Black | 18.00 |
| 121 | 14-B&S 1/32 in. Rubber Single Braid, Armored | 38.00 |
| 122 | 16-B&S 1/64 in. Rubber, Single Braid, Armored | 29.00 |
| 115 | 18-B&S 1/64 in. Rubber, Single Braid, Armored | 25.00 |
| 114 | 18-B&S Twisted pair, Cord, Black | 27.00 |
| 124 | 18-B&S Garage Cable, Portable Lamp, Plain Rubber, ⅜ in. dia., no braid | 130.00 |
| | STARTING | |
| 126 | No. 1 B&S Flexible Stranding, rubber insulation, Single Braid | $210.00 |
| 127 | No. 2 B&S Flexible Stranding, rubber insulation, Single Braid | 170.00 |
| 128 | No. 4 B&S Flexible Stranding, rubber insulation, Single Braid | 130.00 |

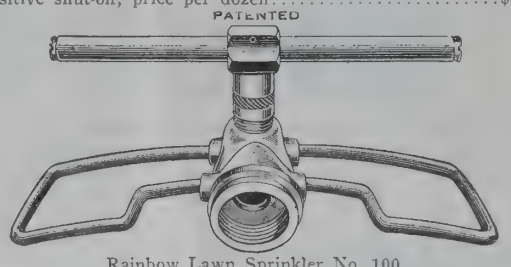
*Discount No.* 162

## NOZZLES & SPRINKLERS

(The Clark Manufacturing Co.'s)

Nozzle No. 76

Giant Jr. Nozzle No. 76—An entirely different nozzle. Stands 1½ inches high. Gives full stream, course and fine sprays, positive shut-off, price per dozen.....$4.20




Rainbow Lawn Sprinkler No. 100

No. 500

Rainbow Lawn Sprinkler No. 100—A quality revolving-head sprinkler, entirely of brass and non-rusting alloys. Operates on exceptionally low pressure. Waters a 40 foot circle on average pressure. Individually packed in small, colorful cartons. Price per dozen..... $27.00

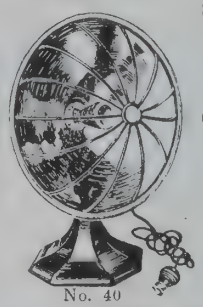
Styx Sprinkler No. 500—A good stationary sprinkler. Spike "Styx" in ground. Price per dozen ..... $6.00

3-unit Styx Sprinkler No. 503—Set of two double-type and one single-type styx Sprinklers on illustrated sales card, price per dozen sets $24.00
Hose Adapters, price per dozen..... $3.00

*Discount No.* 36.

SAMSON CHRISTMAS TREE HOLDERS

Samson Christmas Tree Holder No. 12—A sturdy metal stand, packed in a colorful carton, measuring 8¾ x 3¼ x 1⅛ inches. Adjustable without tools to fit any Christmas Tree. A rapid seller. Price per dozen. $6.00



No. 40

Clark Electric Heater No. 40—Operates on 105 to 120 volts, A.C. or D.C. 660 watts. Height 14½ inches. Diameter adjustable bowl, 11½ inches, price each..... $5.00

Clark Toaster No. 45 — A sturdy, good-looking toaster with automatic turn-over device. 110 volts, A.C. or D.C. 550 watts. Price each $4.50.

No. 45

*Discount No.* 36.

## ENAMEL

SAPOLIN
(Sapolin Co. Inc.)

Sapolin Special Goods for special purposes. Enamels, Stains, Gildings, Varnishes, Polishes, Waxes and Lacquers.

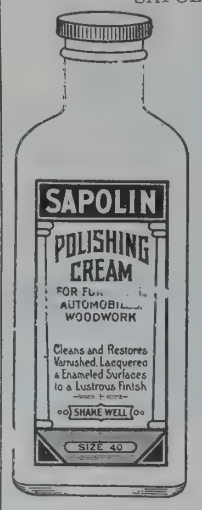
SAPOLIN ENAMEL PORCELAIN FINISH

Easily applied. The surface produced is as hard and washable as porcelain. Can be rubbed to a dead finish. For interior and exterior work. Size 12, $1.25 per doz. Size 20, $1.65 per doz. Size 30, $2.70 per doz. Size 50, $4.65 per doz.

SAPOLIN VARNISH STAIN

Ready for use and easily applied. Quick drying, glossy finish produced by one coat. Size 10, $1.10 per doz. Size 15, $1.65 per doz. Size 25, $3.00 per doz. Size 45, $5.20 per doz.

SAPOLIN ALUMINUM ENAMEL




Gives a bright silver finish, washable, with frosted silver effect. Moisture-proof. Powder and liquid separately packed. Size 20, $1.70 per doz. Size 35, $3.00 per doz. Size 60, $5.50 per doz.

SAPOLIN FLOOR WAX

Quickly restores worn, soiled surfaces to their original color. Especially suited for floors, furniture, woodwork and automobiles. Easy to apply. Sapolin Liquid Wax cleans as it polishes and is ideal for linoleum, furniture, floors, etc. Exceptionally easy to apply.

SAPOLIN POLISHING CREAM

A new polish for furniture and automobiles. Colorless, ordorless and free from grease. Very easy to apply.

## BELTING

Solid Woven Cotton Belting
(Globe Woven Belting Co., Inc.)

Solid Woven Cotton Belting guaranteed to be one of the best cotton belts on the market having minimum stretch, and great tensile strength. Special widths and extra lengths made to order. Full rolls 400 to 500 feet.

| Width Inches | 2-Ply | 3-Ply | 4-Ply | 5-Ply | 6-Ply | 8-Ply | 10-Ply |
|---|---|---|---|---|---|---|---|
| 1 | $ .08 | $ .12 | $ .18 | $ .22 | $ .27 | | |
| 1¼ | .09 | .13 | .20 | .25 | .30 | | |
| 1½ | .10 | .15 | .22 | .27 | .33 | .45 | |
| 1¾ | .11 | .17 | .24 | .30 | .36 | .48 | |
| 2 | .12 | .18 | .26 | .32 | .39 | .50 | .60 |
| 2¼ | .14 | .20 | .28 | .35 | .43 | .57 | |
| 2½ | .15 | .22 | .30 | .37 | .47 | .62 | |
| 3 | .18 | .26 | .34 | .42 | .53 | .71 | |
| 3½ | .20 | .29 | .39 | .50 | .61 | .82 | |
| 4 | .23 | .32 | .43 | .56 | .67 | .90 | |
| 4½ | .26 | .36 | .48 | .63 | .77 | 1.05 | |
| 5 | .28 | .40 | .53 | .69 | .84 | 1.15 | |
| 5½ | .31 | .44 | .58 | .76 | .93 | 1.25 | |
| 6 | .33 | .47 | .63 | .81 | 1.00 | 1.33 | |
| 6½ | .37 | .53 | .69 | .90 | 1.12 | 1.50 | |
| 7 | .40 | .58 | .74 | .96 | 1.20 | 1.60 | |
| 8 | .44 | .64 | .84 | 1.08 | 1.35 | 1.80 | |
| 9 | .55 | .78 | 1.00 | 1.30 | 1.60 | 2.20 | |
| 10 | .60 | .85 | 1.10 | 1.45 | 1.75 | 2.50 | 3.15 |
| 12 | .68 | .97 | 1.27 | 1.70 | 2.06 | 2.90 | 3.65 |
| 14 | .84 | 1.18 | 1.53 | 1.98 | 2.40 | 3.40 | 4.25 |
| 16 | .96 | 1.35 | 1.75 | 2.25 | 2.70 | 3.90 | 4.90 |
| 18 | 1.08 | 1.53 | 1.98 | 2.52 | 3.05 | 4.35 | 5.45 |
| 20 | 1.20 | 1.70 | 2.20 | 2.85 | 3.40 | 4.90 | 6.15 |
| 22 | 1.30 | 1.85 | 2.44 | 3.20 | 3.85 | 5.45 | 6.85 |
| 24 | 1.40 | 2.00 | 2.64 | 3.40 | 4.10 | 6.00 | 7.50 |
| 26 | 1.55 | 2.30 | 2.87 | 3.90 | 4.60 | 6.65 | 8.35 |
| 28 | 1.70 | 2.50 | 3.15 | 4.15 | 5.00 | 7.10 | 8.90 |
| 30 | 1.80 | 2.65 | 3.45 | 4.40 | 5.40 | 7.50 | 9.40 |
| 32 | 2.00 | 2.95 | 3.80 | 4.85 | 6.00 | 8.25 | 10.35 |
| 36 | 2.15 | 3.20 | 4.30 | 5.50 | 6.65 | 9.00 | 11.25 |
| 40 | 2.50 | 3.60 | 4.75 | 6.20 | 7.45 | 10.50 | 13.15 |
| 42 | 2.65 | 3.80 | 5.00 | 6.50 | 7.75 | 11.00 | 13.75 |
| 44 | 2.85 | 4.10 | 5.25 | 6.90 | 8.20 | 11.90 | 14.90 |
| 48 | 3.00 | 4.30 | 5.70 | 7.40 | 8.85 | 13.00 | 16.25 |

WIDTH OF BELTS

| | | | | | |
|---|---|---|---|---|---|
| 1 Inch | Gage | 7 Inch | Globe | 23 Inch | Grain |
| 1¼ " | Gang | 8 " | Gloom | 24 " | Grant |
| 1½ " | Gale | 9 " | Glory | 26 " | Grate |
| 1¾ " | Gallop | 10 " | Goat | 28 " | Gravel |
| 2 " | Gamble | 11 " | Golf | 30 " | Gray |
| 2¼ " | Game | 12 " | Gold | 32 " | Grease |
| 2½ " | Garden | 13 " | Goods | 34 " | Great |
| 2¾ " | Garret | 14 " | Goose | 36 " | Green |
| 3 " | Garter | 15 " | Gore | 38 " | Grip |
| 3½ " | Gas | 16 " | Gospel | 40 " | Grocer |
| 4 " | Gem | 17 " | Gout | 42 " | Gross |
| 4½ " | Gentle | 18 " | Gone | 44 " | Grove |
| 5 " | Ginger | 19 " | Grab | 46 " | Gum |
| 5½ " | Glance | 20 " | Grace | 48 " | Gust |
| 6 " | Glare | 21 " | Grade | 50 " | Gutter |
| 6½ " | Glide | 22 " | Graft | | |

THICKNESS OF BELTS

| 2 ply | 3 ply | 4 ply | 5 ply | 6 ply | 8 ply | 10 ply |
|---|---|---|---|---|---|---|
| Horse | Cow | Dog | Cat | Bear | Fox | Wolf |

*Discount No.* 37

## RADIO APPARATUS

ACCESSORIES AND PARTS
(F. D. Pitts Co.'s)

Because of the great variety of Apparatus, Accessories and Parts, space does not permit of illustrations and prices covering extensive line offered for export.

Radio dealers should write for 400-page catalog, extensively illustrated and listing the products of over 100 radio manufacturers. It can be obtained, together with discount sheet, on request, free of charge.

*Discount No.* 174.

# Every Office and Home needs These

Mr. OKAY says-
Get a Ries "O.K." LETTER OPENER
3 Sizes-3 Models
Saves time, can't cut enclosures, never out of order.
Hand and Electric
SALES DIVISION FOR
"O.K." LETTER OPENERS
38 PARK ROW NEW YORK CITY

***These Three Graces knock out Three Disgraces- Pins, Dirty Erasers and Knives which mutilate your mail***

THE O.K. Mfg. Co. Oswego, N.Y., U.S.A.

## Solid Woven Cotton Belting

This company is one of the largest manufacturers of SOLID WOVEN COTTON BELTING in the world, and carries a large stock for quick delivery. We guarantee to make one of the best cotton belts on the market, having a minimum stretch, and great tensile strength.

Orders received through any responsible commission house or by the manufacturer.

For Quotations see Price Current This Journal

**GLOBE WOVEN BELTING COMPANY, Inc.**
1396-1398 CLINTON STREET BUFFALO, N. Y., U. S. A.

CLOTH BAGS AND POUCHES
For Smoking Tobaccos
**MILLHISER BAG CO., INC.**
Established 1875
RICHMOND, VIRGINIA, U. S. A.
***Ask for Samples and Prices***

# RADIO

A COMPLETE LINE OF ALL THE BEST RADIO ACCESSORIES AND PARTS CARRIED IN STOCK AT ALL TIMES.

**We warehouse ready for immediate shipment, the products of over one hundred of the leading American manufacturers.**

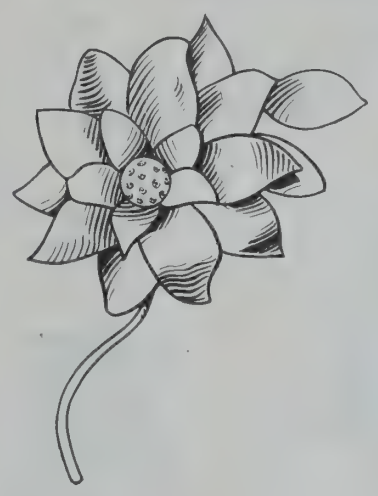
*As the oldest and largest exclusively Radio Wholesale Distributor in New England we offer our specialized knowledge and a superior service to our overseas friends.*

*See Price Current for Free Catalogue Offer.*

## F. D. PITTS COMPANY

219-223 Columbus Ave. Boston, Mass.

## BOUTONNIERE FLOWER ASSORTMENTS



IN ALL COLORS
FOR THE DRESS & CLOAK TRADES

Made from imitation ivory—will not tarnish or rust. Always retain their lustre. See price current this Journal for other imitation ivory novelties and bridge whist favors. Trial orders solicited.

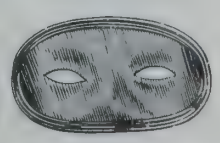
**ROYAL COMB CO.**
LEOMINSTER, MASS., U.S.A.

Established 1884

## MASKS

PAPIER MACHE, LINEN, WIRE, WAX, GAUZE AND SHOW MASKS
LARGE HEADS, NOSES, WIGS, BEARDS, DOMINOS, ETC.

**The American Mask Manufacturing Co.**
FINDLAY, OHIO, U. S. A.



Cut bolts, rods and wire. Split nuts. Man power multiplied to make hard work easy. A style and model for every purpose. Tool dealers everywhere sell PORTER'S BOLT CLIPPERS.

# LE PAGE'S GLUE

(Russia Cement Co.'s.)

BOTTLES AND TUBES

No. 27

No. 25

Every dozen tubes and bottles packed in self-selling display container.

No. 25 bottles, price per gross.....$28.80
No. 27 tubes, price per gross..... 28.80

CANS FOR MECHANICS AND MANUFACTURERS

No. 80

No. 82

No. 80 gills packed 6 dozen to case, price per dozen.....$3.60
No. 81 half pints packed 2 dozen to case, price per dozen.. 6.00
No. 82 pints packed 1 dozen to case, price per dozen.....10.80
No. 83 quarts packed 1 dozen to case, price per dozen.....18.00
No. 85 gallons packed 6 to case, price per dozen.....54.00

*Discount No.* 190

PHOTO-ENGRAVING GLUE

Photo-Engraving Glue
The World's Standard

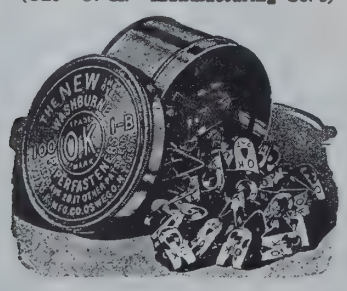
No. 41 Packed 12 quart bottles to case, price per case..... $30.00

On orders for three cases, price per case ..... 27.00

*Discount No.* 9

## PAPER FASTENERS

WASHBURNE'S FAMOUS "O. K." PAPER FASTENERS
(The "O. K." Manufacturing Co.'s)




BRASS FINISH—BRASS BOX PACKING

In Brass Boxes of 100 Fasteners Each, 10 Boxes to a carton

| | 1M-25M | 25M-50M | 50M-100M | 100M-250M | 250M-500M | 500M-1 Million | 1 Million & Over |
|---|---|---|---|---|---|---|---|
| OB—1B | $1.35 | $1.30 | $1.25 | $1.20 | $1.15 | $1.10 | $1.00 |
| 2B | $1.60 | $1.55 | $1.50 | $1.45 | $1.40 | $1.35 | $1.25 |

BRASS FINISH—BULK PACKING
One Thousand Fasteners to a Board Box

| | 1M-25M | 25M-50M | 50M-100M | 100M-250M | 250M-500M | 500M-1 Million | 1 Million & Over |
|---|---|---|---|---|---|---|---|
| OB—1B | $1.25 | $1.20 | $1.15 | $1.10 | $1.05 | $1.00 | $ .90 |
| 2B | $1.50 | $1.45 | $1.40 | $1.35 | $1.30 | $1.25 | $1.15 |

NICKEL FINISH—IN BULK PACKING ONLY
One Thousand Fasteners to a Board Box

| | 1M-25M | 25M-50M | 50M-100M | 100M-250M | 250M-500M | 500M-1 Million | 1 Million & Over |
|---|---|---|---|---|---|---|---|
| OB—1B | $1.20 | $1.15 | $1.10 | $1.05 | $1.00 | $ .95 | $ .85 |
| 2B | $1.45 | $1.40 | $1.35 | $1.30 | $1.25 | $1.20 | $1.10 |

*Discount No.* 50—F.O.B. Oswego, N. Y.

## ERASERS

THE SANITARY "O. K." ERASERS
(The "O. K." Manufacturing Co.'s)

Refills for Typewriter or Pencil fit the same holder.

The adjustable holder keeps the rubber clean, firm and keen edged.

| | Erasers per doz. | Refills per doz. |
|---|---|---|
| ¼ gross and under | $1.80 | $ .37 |
| ½ " " " | 1.65 | .36 |
| | per gross | per gross |
| 1 " " " | 18.00 | 4.20 |
| 5 " " " | 17.00 | 3.50 |
| 10 " " " | 16.00 | 3.30 |
| 15 " and over | 15.00 | 3.25 |

Each Eraser put in a separate box—12 boxes to an attractive display Carton in colors.

REFILLS:—Put in boxes of 1 dozen each, 12 to a carton.

*Discount No.* 50—F.O.B. Oswego, N. Y.

## CAMP FURNITURE.

(Gold Medal Camp Furniture Mfg. Co.'s)

No. 5. Stool

No. 35. Chair

| No. | | Doz. |
|---|---|---|
| 1 | Folding Camp Bed | $80.00 |
| 1½ | Folding Camp Cot | 84.00 |
| 3 | Folding Camp Chair | 48.00 |
| 5 | Folding Camp Stool | 24.00 |
| 6 | Folding Lawn Stool | 28.00 |
| 7 | Folding Camp Table | $86.00 |
| 50 | Camp Bed | 120.00 |
| 11 | Reclining Chair | 52.00 |
| 35 | Folding Porch Chair | 90.00 |

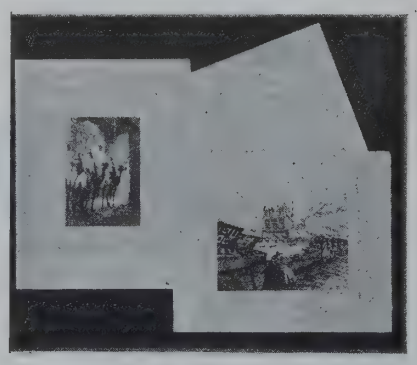
No. 9A. Mosquito Bar Frames, per dozen..... 18.00
No. 9N. Mosquito Netting, per dozen..... 66.00
No. 20. Folding Bath Tub (adult size), per dozen.....180.00
No. 100. U. S. Army Litter, with slings, per dozen.....180.00

Goods sold c.i.f. your port of entry, (write for discounts) no charge for export packing.

*Discount No.* 613.

## CHRISTMAS CARDS—ETCHINGS

(Drucker & Kelly Eng. Studio)



No. 810 No. 805

| Number | Wholesale price per hundred in lots of 1000 or more of each number. Price includes envelopes | Wholesale price per 100 in lots of 100 or more. Price includes envelopes | Retail price per 100 including envelopes |
|---|---|---|---|
| 801 | $12.00 | $20.00 | $40.00 |
| 803 | 10.00 | 13.90 | 27.80 |
| 805 | 7.00 | 12.50 | 25.00 |
| 806 | 9.50 | 13.50 | 27.00 |
| 808 | 7.50 | 12.50 | 25.00 |
| 810 | 7.50 | 11.50 | 23.00 |
| 816 | 10.00 | 13.50 | 27.00 |
| 821 | 11.00 | 12.50 | 25.00 |
| 825 | 9.00 | 12.50 | 25.00 |
| 827 | 10.00 | 14.00 | 28.00 |
| 829 | 10.00 | 13.50 | 27.00 |
| 830 | 6.50 | 7.50 | 15.00 |
| 831 | 9.50 | 13.50 | 27.00 |
| 833 | 10.00 | 12.50 | 25.00 |
| 836 | 10.00 | 16.00 | 32.00 |
| 832 | 16.00 | 25.00 | 50.00 |

All Prices Include Envelopes to Match
*Discount No.* 14.

## NAIL BEAUTIFIERS

(Northeastern Laboratories)

Nail Beautifier 5-piece set—Liquid Nail Polish—Cuticle Remover—Nail White Cream—Roll Cotton, and Orange Stick. Packed ½ gross, weight 18 pounds. Price per gross..... $9.00

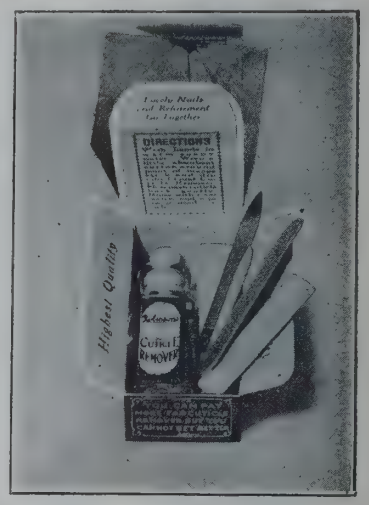
Wonder Three—Nail Polish, Polish Remover, Cuticle Remover, Roll Cotton and Manicure Stick. Packed ½ gross, weight per gross 20 pounds. Price per gross..... $9.00

Raised lettering on bottles. Elastic band to keep items from becoming separated on counters.

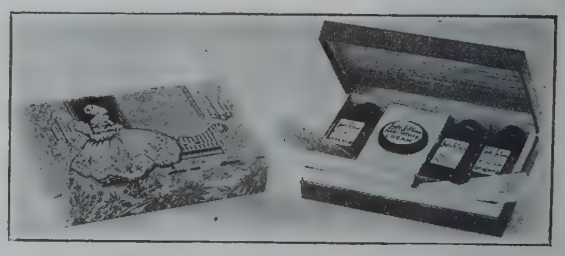
Nail Enamel—Paste Polish, Rose, in beautifully lithographed porcelain jar. Packed ½ gross, weight of gross 16 pounds.
Price per gross..... $8.00

Twin Set—Nail Polish, Nail Polish Remover, and Roll Cotton. Packed ½ gross, weight per gross 23 pounds.
Price per gross..... $8.75

Nail Polish Remover—Polish remover, manicure brush and cloth wiper. Brush attached to cork. Cloth wiper added and package wrapped in cellophane paper. Packed ½ gross, weight of gross 20 pounds.
Price per gross... $7.00




Cuticle Remover—Cuticle remover, orange stick, cotton roll, and nail file. Packed ½ gross in strong box with elastic band around cotton, orange stick and file. Weight per gross 16 pounds. Price per gross ..... $7.25



Lady Lillian Manicure Set

Lady Lillian Manicure Set—A complete set with file, manicure stick, cotton, and emery board. A superior package, very popular. Packed ¼ gross. Weight per gross 40 pounds.
Price per gross ..... $22.60

Hair Tonic—3 oz. bottles. Packed ½ gross. Weight of gross 70 pounds. Price per gross..... $9.00

Bay Rum—4 oz. bottle. Tin foil cap. Very attractive. Packed ½ gross. Weight per gross 94 pounds. Price per gross.... $9.00

These prices are F.O.B. Boston, Mass. No charge for packing.

*Discount No.* 113.

## AUGER BITS AND CHISELS.

AUGER BITS.

(The James Swan Co.'s.)

| No.— | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---|---|---|---|---|---|---|---|---|
| Doz. | $6.00 | $5.00 | $5.00 | $5.00 | $5.00 | $5.00 | $6.00 | $6.00 |
| No.— | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| Doz. | $7.00 | $7.00 | $8.25 | $8.25 | $9.50 | $9.50 | $12.00 | $12.00 |
| No.— | 19 | 20 | 21 | 22 | 24 | | | |
| Doz. | $14.00 | $14.00 | $16.00 | $16.00 | $18.00 | | | |

Swan's No. 10. *Discount No.* 175.

S. & F. Shoe Dressings and Finishes are used by the Leading Shoe Manufacturers of America. Nothing Finer Made.

S and F BLACKING CO.

S. & F. Tannery Finishes are used in the Leading Tanneries of America

70 BEVERLY STREET, BOSTON, MASS., U. S. A.

## SHOE FACTORY and TANNERY FINISHES

BRIGHTER AND BLACKER KID AND GUN-METAL DRESSINGS

POLISHES, REPAIRERS, CRAYONS, BLEACHES, INKS, STAINS, DYES, AND BOTTOM FINISHES.

BLACK AND PIGMENT FINISHES, FOR CALF, SIDE, KID AND SHEEP BINDERS, TOP FINISHES, GLAZING FINISHES.

*See Price Current This Journal for Prices. Samples Mailed on Request*

*All Export Orders Given Prompt Attention — Special Care in Packing. Orders Accepted Through All Reliable Commission Merchants.*

# ROBINSONS NAIL BEAUTIFIERS

**$9.00 Per Gross Sets, 2/10 F.O.B. Boston, Mass., U.S.A.**

**GROSS WEIGHT 18 LBS.**

(1) Millions of packages of Robinson's Nail Beautifiers are sold annually.

(2) The demand is big because, in all the world, no one has ever offered such VALUABLE SETS AT $9.00 per gross.

BUSINESS SOLICITED THROUGH RELIABLE COMMISSION HOUSES ONLY.

ALL INQUIRIES GLADLY ANSWERED IN THE LANGUAGES YOU WRITE US.

S. ROBINSON

## NORTHEASTERN LABORATORIES

349 CAMBRIDGE ST., BOSTON, MASS., U.S.A.

THE Restwell BRAND

# PAJAMAS

*FOR*

## LADIES, MISSES

*AND*

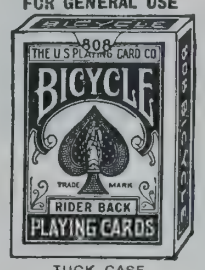
## CHILDREN.

## NIGHTIES

for the Little Ones
in Foulard, Nainsook Crepe
in delicate combinations of
colors, White, Pink, Blue, Honey

**G. V. W. COVERT - - Peekskill, N. Y., U. S. A.**

BICYCLE FOR GENERAL USE




TUCK CASE

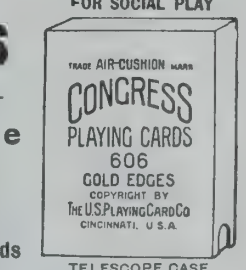
**Modern, skilfully made**

## PLAYING CARDS

**True thoroughbreds—**
**a real pleasure to handle**
**Durable—thin—**
**flexible—uniform**

See Price Current under Playing Cards

CONGRESS FOR SOCIAL PLAY




TELESCOPE CASE

**THE UNITED STATES PLAYING CARD COMPANY**

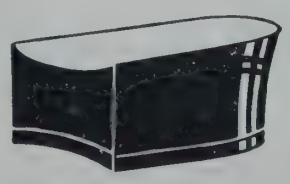
NEW YORK CINCINNATI, U. S. A. TORONTO LONDON

# WOOD HEELS

**WE MANUFACTURE A FULL LINE OF WOOD HEELS**

Plain woods, woods and top, celluloid covered leather or rubber tops. A majority made to special order. We have about 250 different styles. We are prepared to make any style and height heel required, upon receipt of sample. Our heels are made of the best quality hard maple. Our prices are right, consistent with the quality of the goods and will be furnished on request.

We are prepared to give prompt attention to export orders and special attention to packing and shipping to to meet the requirements of the export buyer.



**G. H. MOORE**
**WOOD HEEL CO.**
ROCHESTER, N. Y., U. S. A.

## SAPOLIN CO. Inc., 229 E. 42d St., New York, U.S.A.

MANUFACTURERS OF

**Sapolin Auto Enamel**
**Sapolin Auto Top Dressing**
**Sapolin Enamels**
**Sapolin Varnish Stains**
**Sapolin Polishing Cream**
**Sapolin Floor Wax (Paste)**
**Sapolin Liquid Wax**

Our goods may be used by anyone, no experience necessary. We supply attractive display matter to assist in the sale and introduction of our specialties.

**"SAPOLIN" POLISHING CREAM**—Colorless, odorless and free from grease. Gives a bright, smooth, hard, lustrous finish to furniture, pianos, automobiles and woodwork. Easy to apply.

**"SAPOLIN" AUTO ENAMEL**—Color and varnish combined. Ready for use. Leaves no brush marks. Dries quickly with a brilliant, lustrous finish. Durable. Made in attractive colors.

**"SAPOLIN" ENAMELS,** ready mixed, easily applied with a brush, produce an absolutely smooth porcelain finish, exceedingly glossy, perfectly hard, washable and permanent; made in 43 different shades.

**"SAPOLIN" FLOOR WAX** (Paste)—Restores worn, soiled surfaces to their original polish. Easy to apply.

**"SAPOLIN" LIQUID WAX** cleans as it polishes. Ideal for linoleum, furniture, floors, etc. Exceptionally easy to apply.

**"SAPOLIN" VARNISH STAINS** imitate hardwood finish on soft woods, stain and varnish in one operation, and their application permanently restores old and marred furniture and other woodwork. Made in Light Oak, Dark Oak, Cherry, Walnut, Mahogany, Rosewood, Green, etc.

**"SAPOLIN" FLOOR ENAMEL**—Waterproof, weatherproof, sanitary. It is an exterior and interior high-gloss enamel for wood, concrete and cement floors.

**"SAPOLIN" ALUMINUM ENAMEL,** a frosted silver finish; ready for use; rust preventive, washable and waterproof. For interior decorating as well as for outdoor work; especially adapted for marine hardware, unaffected by severest exposure. Anyone can apply it.

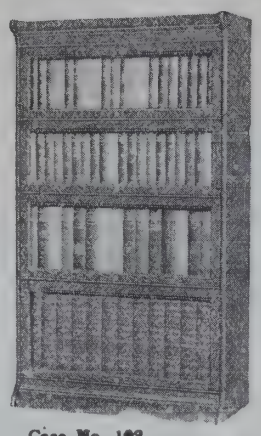
**"SAPOLIN" FLOOR & FURNITURE STAINS** for floors, borders, woodwork and furniture subjected to more than ordinary wear and tear. Brilliant, beautiful and lasting finish. Ready to use. Simple to apply. In Light Oak, Dark Oak, Red, Cherry, Walnut, Mahogany, Green. Rosewood, Natural or Clear and Ground Color.

**SEE CUTS AND PRICES IN PRICE CURRENT OF THIS JOURNAL**

## BOOK CASES.

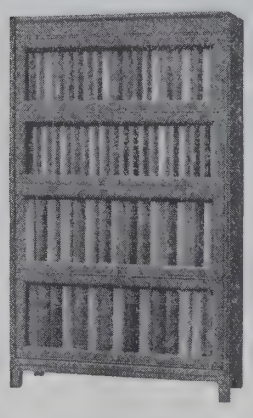
THE GUNN SECTIONAL BOOK CASE
(The Gunn Furniture Co.'s)
For Home and Office Use.

Only a few of the many useful and attractive combinations offered are shown here. Our complete catalogs, illustrated in colors, will be sent on request. Height Outside 59½ in. Length Outside 34¼ in. Consists of No. 10 Top and Base, two 9¼ in. one 11¼ in. and one 13¼ in. Book Sections

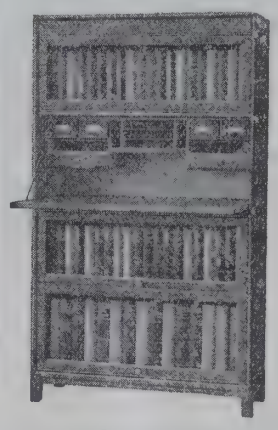


Case No. 102.

Case No 102, Quartered Oak, or Birch, Imt. Mahogany, price each ..... $39.20
Case No. 102, Genuine Mahogany, price each ..... 47.00



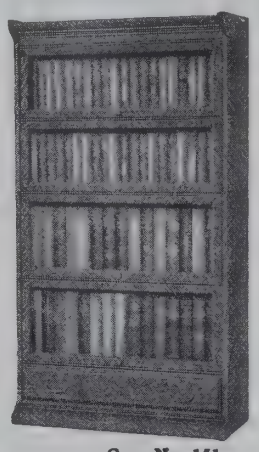
Case No. 501



Case No. 503

Case No. 501, Height Outside 57¼ in. Length Outside 34¼ in. Consists of No. 50, Top and Base, two 9¼ in. and two 11¼ in. Book Sections.
Quartered Oak or Birch Imt. Mahogany, price each.....$38.60
Genuine Mahogany, price each..... 46.50
Case No. 503 Height Outside 59¼ in. Length Outside 34¼ in. Consists of No. 50 Top and Base, two 9¼ in. and one 11¼ in. Book Sections and Desk Section.
Quartered Oak or Birch Imt. Mahogany, price each.....$51.45
Genuine Mahogany, price each..... 61.00

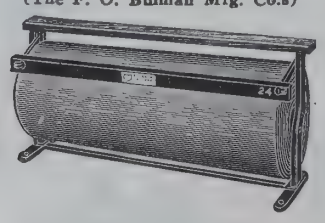
Case No. 151, Height Outside 62½ in. Length Outside 34¼ in. Consists of No. 10 Top, No. 15 Drawer Base, two 9¼ in. and two 11¼ in. Book Sections.
Quartered Oak or Birch Imt. Mahogany, price each $41.10
Genuine Mahogany, price each ..... 49.75
We ship K. D. Flat. Freight prepaid to N. Y. Boxing free. The cases, when set up present a handsome appearance and are as rigid as a one-piece Book Case. Removable doors run on roller bearings. No exposed metal banks or other objectionable features. We guarantee the Gunn Sectional Book Case perfect in all respects



*Discount No.* 461 Case No. 151

## PAPER CUTTERS

THE BULMAN PAPER CUTTERS
(The F. O. Bulman Mfg. Co.s)



No. 148. Bulman Special

Hardwood top, beveled four edges, natural varnish finish, steel standards reinforced, the entire length, also at top and bottom, making them extra strong and rigid. Steel roller support. Steel knife arm. Reinforced steel cutting knife. Permits free travel of paper any thickness. Hardwood roller. Reinforced steel feet. Steel base strip or spacing bar. This improved and mechanical paper cutter being trouble and break proof guarantees you perfect and uninterrupted service. Finished Japan baked. No other will serve as well. The best at the lowest prices. Average weight per C. cutters, assorted sizes, 560 pounds.
No. 148— 6, 9 and 12 inch sizes. Each.....$1.88
No. 148—15, 18 and 20 inch sizes. Each..... 2.40
No. 148—24, 30 and 36 inch sizes. Each..... 2.92
Prices include export packing and freight paid to New York.
*Discount No.* 70.

## CARBON PAPER & TYPEWRITER RIBBONS

(F. S. Webster Co., Inc.)

TRADE MULTIKOPY MARK
The Carbon Paper That Gives Satisfaction

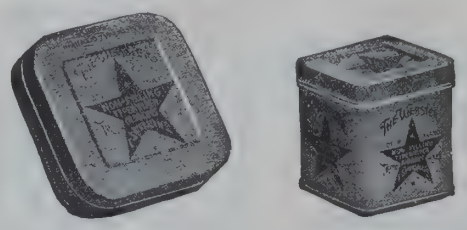
There Is No Finer Carbon Paper Made — None Can Compare with Multikopy.
For many copies at one writing—MultiKopy No. 5 Light weight. Two kinds for general work—MultiKopy No. 25, all weights; MultiKopy Regular Finish, all weights. For long wear—MultiKopy No. 95, Special medium. For noiseless typewriters—MultiKopy Noiseless. For Hammond Typewriter—MultiKopy Hammond. For Quiet Royal Typewriters—MultiKopy Quiet Royal. Many other kinds especially made to meet every requirement of the typewriter operator. Made in all weights and colors. Per box, 100 sheets .....$4.50

DEFENDER TYPEWRITER CARBON PAPER
Made in three colors and three weights.
Per Box, 100 sheets—Light Weight .....$3.50
Per Box, 100 sheets—Medium Weight ..... 3.00
Per Box, 100 sheets—Correspondence Weight ..... 2.50

SHIELD BRAND TYPEWRITER CARBON PAPER
Made in three colors and two weights.
Per Box, 100 sheets—Medium Correspondence ..... $2.00

SHIELD SPECIAL
Per Box, 100 sheets ..... $1.75
*Discount No.* 163.

STAR BRAND RIBBONS



Star Brand Typewriter Ribbons are the world's best brand. Absolutely guaranteed to give clear, permanent copies. Will not smut, dry out or fill the type. Made for every inked ribbon writing machine. Made in all colors and combinations.
Star Brand Ribbons, per dozen .....$4.25
O. K. Brand Ribbons, per dozen..... 3.85
Hub Brand Ribbons, per dozen..... 3.50
Battleship Brand Ribbons, per dozen..... 3.25
*Discount No.* 166.

TYPE CLEANING FLUID

RTZ

Original and best type cleaning fluid, cleans type, platens, all metals, dissolves grease, etc.
Large size, 4 oz. per dozen .....$9.00
Small size, 2 oz., per dozen ..... 6.00

Our goods are packed properly for export and our service is the best. Our goods are not affected by climatic changes. All quotations are F. A. S. New York or Boston.
*Discount No.* 167.

## CARDS—PLAYING

(U. S. Playing Card Co's)

GRADE A—PER GROSS.

| Name. | No. | Plain Edge. | No. | Gold Edge |
|---|---|---|---|---|
| Steamboat | 999 | $11.00 | 999X | $17.50 |
| Cigars | 101 | 13.00 | 101X | 19.50 |
| Picket | 515 | 16.50 | 515X | 23.00 |
| Aladdin | 1001 | 16.50 | 1002 | 23.00 |
| Tourists | 155 | 18.00 | 155X | 24.50 |
| Rambler | 22 | 18.00 | 23 | 24.50 |
| Victor | 79 | 18.00 | 79X | 24.50 |
| Vogue | 83 | 22.00 | 83X | 28.50 |
| Little Duke | 24 | $11.00 | 24X | $16.50 |
| Cadets | 343 | 11.00 | 343X | 16.50 |
| Dauntleroy | 29 | 16.50 | 29X | 22.00 |

TOY CARDS.
CLASS B.

| | | | | |
|---|---|---|---|---|
| Bicycle | 808 | $27.00 | 808X | $34.50 |
| Treasury | 892 | 28.50 | | |
| Army & Navy | 3032 | 28.50 | | |
| Texan | 45 | 25.00 | 45X | 32.50 |
| National Club | 752 | 28.50 | | |
| Apollo | 33 | 25.00 | 34 | 32.50 |
| Petite | 21 | 27.00 | 21X | 34.50 |
| Capitol | 188 | 28.50 | 188X | 36.00 |

WHIST GRADES.

| | | | | |
|---|---|---|---|---|
| Columbia | 133 | $27.00 | 134 | $34.50 |
| Bicycle Bridge | 86 | 27.00 | 86X | 34.50 |

SPANISH CARDS.

| | |
|---|---|
| No. 810, Bicicleta | $27.00 |
| No. 814, Fortune | 27.00 |

CLASS C.

| Name. | No. | Plain Edge. | No. | Gold Edge. |
|---|---|---|---|---|
| Sportsman's | 202 | $40.00 | 202X | $47.50 |

11 AND 12 SPOT CARDS—PRICE PER GROSS.

| | | |
|---|---|---|
| No. 500. | Five Hundred, plain edges | $40.00 |
| No. 555. | Full House, plain edges | 40.00 |
| No. 500X | Gilt edges | 47.50 |

SPANISH CARDS.

| | | |
|---|---|---|
| No. 71. | Los Leones, plain edges, per gross | $40.00 |

CLASS D.

| | | |
|---|---|---|
| No. 606. | Congress, gold edges only, per gross | $50.00 |
| No. 604W. | Congress, gold edges only, per gross | 50.00 |
| No. 54. | Initial Playing Cards, gold edges only, per gro... | 50.00 |
| No. 303 | Army and Navy, plain edges only, per gross..... | 47.00 |
| No. 505. | Army, gold edges only, per gross | 54.50 |
| No. 75 | National Club, plain edges, per gross..... | 50.00 |
| No. 76. | National Club, gold edges, per gross | 57.50 |
| No. 89. | Treasury, plain edges, per gross | 50.00 |
| No. 89X. | Treasury, gold edges, per gross | 57.50 |
| Panama Souvenirs, per gross | | 50.00 |

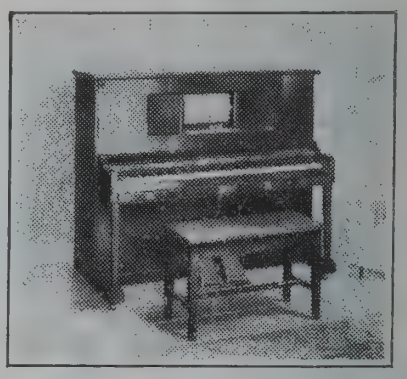
FORTUNE-TELLING CARDS.

| | | |
|---|---|---|
| No. 68X. | The Nile, gold edges | $50.00 |
| No. 357X. | Revelation, gold edges | 50.00 |

*Discount No.* 77.

## PLAYER PIANOS

(The Rudolph Wurlitzer Mfg. Co.'s)



STUDIO PLAYER MODEL 809

Dimensions

Full scale, 7⅓ octaves; height, 4 ft. 1 in.; length, 4 ft. 8 in.; depth, 2 ft. 2 in.; knee room, 23½ in.; weight net, 498 lbs.; weight boxed, 703 lbs.

TONE

"Wurlitzer" tone is of bell like clarity in the middle and upper registers, richly sonorous in the base, and marked throughout with the true singing quality.

MATERIAL

The careful selection of the world's best material provides the foundation of the faultless "Wurlitzer" construction.

THE METAL ACTION

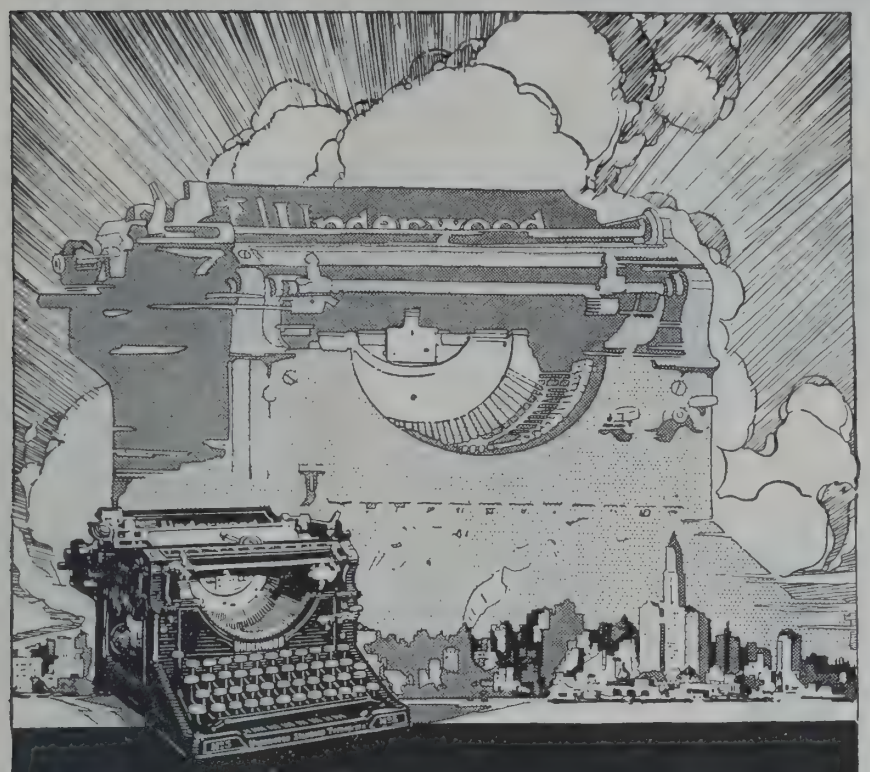
This is an exclusive "Wurlitzer" feature and one that is of unusual interest to purchasers. It adds greatly to the life of the instrument, and ensures permanently beautiful tone.
Price each $475.00 F. O. B. North Tonawanda, New York.

*Discount No.* 11.

## LEATHER REPAIRERS

(Mullen Bros.)

Mullen's Easy Russia Repairer, for repairing Russia shoes, can be applied with brush or finger. Put up in 3½ oz. bottles, $5.50 per dozen 3½ oz. bottles.
Mullen's Patent Leather Repairer, liquid, $5.00 per dozen 3½ oz. bottles.
Mullen's Patent Leather Cutter 32 liquid, $4.50 per dozen 3½ oz. bottles.
Mullen's Patent Leather Flow, $5.00 per dozen 3½ oz. bottles.
Mullen's Elastic Vamp Dressings, $5.00 per dozen 3½ oz. bottles.
Mullen's Crayons for Russia Repairer, $2.50 per dozen 3½ oz. bottles.
Mullen's Oil Stain Remover, $4.50 per dozen 3½ oz. bottles.
Mullen's A No. 1 Dri-Enamel Filler, in Dry Form, Crayon, $6.00 per dozen sticks.
Mullen's A No. 2 Dry-Enamel Cutter, liquid, $4.50.
Mullen's A No. 3 Tip Flow Dri-Enamel, liquid, $5.00.
Special Sample Offer. Upon remittance of $10.00 we will send trial order of 3½ oz. bottles of Shoe Repairers of the most wanted shades, or any particular shade as desired, boxed for export shipment and prepaid to New York.
Complete working instructions printed on labels in French, Spanish, German and English. Above prices include packing for export shipment. F.O.B. Brockton, Mass., U. S. A.




More than Three Million
UNDERWOOD
typewriters are in use
They Speed the World's Business

UNDERWOOD TYPEWRITER CO. INC. UNDERWOOD LTD. (U.K.)
BRANCHES IN ALL PRINCIPAL CITIES

# The Greatest Export Article in Furniture

HANDLED SUCCESSFULLY IN ALL PARTS OF THE GLOBE

## GUNN SECTIONAL BOOK CASES

Shipped finished, with glass doors and knocked down flat, insuring lowest possible transportation cost. A stack 7 feet high, 3 feet wide and 12 inches deep

**Collapses Into 10 Cubic Feet**

as per illustration, making a saving of approximately 75% on ocean freight—*a good profit in itself.*

These bookcases suitable for home or office, are adjustable to any wall space, unlimited sizes may be built up from same stock, eliminating all possibility of unsaleable patterns.

**Very Simple to Set Up**

Anyone can easily put them together in a few moments without use of tools, as no dowels, screws or bolts are necessary.

**Order to-day** any one of our three best possible trial assortments of Glass Door Book Sections, including the Tops and Bases all finished, which we have successfully made up for our Export Trade.

| | | | |
|---|---|---|---|
| GUNN SAMPLE NUMBER ONE - - - - - - - | $200.00 | Cable Code | "BOY" |
| GUNN SAMPLE NUMBER TWO - - - - - - - | 300.00 | " " | "BALE" |
| GUNN SAMPLE NUMBER THREE - - - - - - | 500.00 | " " | "BOND" |

Freight paid to New York. No Charge for Boxing.
(Catalogs and advertising matter also electrotypes packed with each Sample lot.)

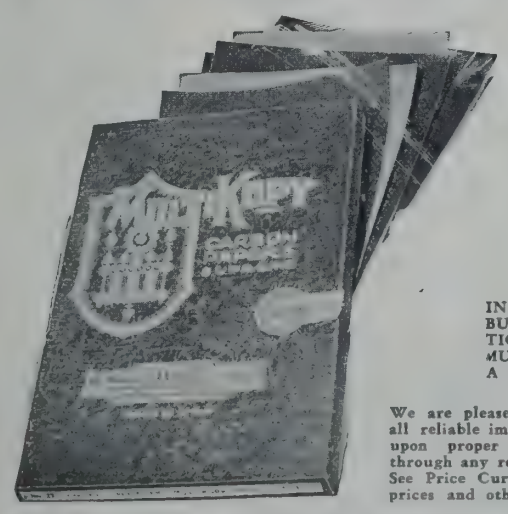
**THE GUNN FURNITURE COMPANY** GRAND RAPIDS, MICHIGAN U. S. A.

REFERENCES: Any New York Bank or Forwarding Co. CABLE ADDRESS: "Gunn" Grand Rapids, Mich

*Payments Net 30 days through any New York Commission or Forwarding Co.*

TRADE MULTIKOPY MARK
The Carbon Paper That Gives Satisfaction

# THAT GIVES SATISFACTION
# A KIND FOR EVERY PURPOSE



We make Multikopy Carbon Paper and we make it with such utmost care that it is universally accepted as the standard in the trade for

PERMANENCY—
NEATNESS—
UNIFORMITY—
ECONOMY—
MANIFOLDING—

IN FOREIGN COUNTRIES WHERE BUSINESS MEN GIVE MUCH ATTENTION TO PERFECTION IN DETAILS, MULTIKOPY HAS ALMOST AS LARGE A SALE AS IN AMERICA.

We are pleased to open credit transactions with all reliable importers. Orders are accepted direct upon proper letters of credit, and accepted through any reliable export and import merchants. See Price Current pages of this Journal for list prices and other descriptive matter.

## F. S. WEBSTER CO., INC.

338 CONGRESS ST., BOSTON, MASS., U. S. A.

*Makers of*

*Multikopy Carbon Papers and Star Brand Non-Filling Typewriter Ribbons*

# RAPIDLY INCREASING SALES

of this famous Wurlitzer Player Piano with Metal Action makes it a most attractive proposition. The workmanship and full rich tone insure the utmost satisfaction to the purchaser. Write for full particulars as to agency and terms.

## The Rudolph Wurlitzer Mfg. Co.

North Tonawanda, N. Y.
U. S. A.

# DRUGS AND CHEMICALS

## DRUG SUNDRIES

## PROPRIETARY ARTICLES.

INFORMATION SUPPLIED TO IMPORTERS OF AMERICAN DRUGS, CHEMICALS AND SUNDRIES FREE OF CHARGE. ADDRESS:
"DRUG AND SUNDRIES DEPARTMENT"
EXPORTERS AND IMPORTERS JOURNAL, INC.
17 STATE ST., NEW YORK. U. S. A.

## "VASELINE" PREPARATIONS

(Chesebrough Mfg. Co.'s.)

| | |
|---|---|
| Blue Seal Size No. 2 bottles, 1 doz. in box, per doz. | $1.10 |
| Size No 1 bottles ¼ gro. in wood box, per gross | 7.08 |
| Size No. 1 bottles 1 gro. in wood box, per gross | 7.00 |
| Small tins packed ½ gro. in box, per gross | 3.06 |
| Pomade Size No. 1 M. C., ¼ gross boxes, per gross | 8.50 |
| Pomade Size No. 1 M. C., 1 gross boxes, per gross | 8.25 |
| White Size No. 1 bottles (formerly known as Blue Seal White Petroleum Jelly No. 1) per doz. | .72 |
| Carbolated Size No. 1 bottles (formerly known as Blue Seal Carbolated Petroleum Jelly No. 1) per doz. | .72 |
| Camphorated Size No. 1 bottles (formerly known as Blue Seal Camphorated Petroleum Jelly No. 1) per doz. | 1.44 |
| Collapsible tubes ½ doz. in a paper box per doz. | 1.30 |
| Capsicum—Collaps. tubes, ½ doz. in a pap. box, per doz. | .98 |
| Carbolated, 5 lb. tins each | 1.22 |
| 1 lb. tins ½ doz in a box per doz. | 4.46 |
| Size No. 1½ bottles (formerly No. 1) per doz. | 1.36 |
| Collaps. tubes, ½ doz. in paper box per doz. | .98 |

Yellow

| Size tin | 5 lbs. | 10 lbs. | 25 lbs. | 50 lbs. |
|---|---|---|---|---|
| Per tin | $.90 | $1.44 | $3.37 | $6.75 |

| | Tins | Collapsible tubes Size No. 2 | Size No. 1 |
|---|---|---|---|
| Package | 1 lb. | | |
| Per dozen | $3.00 | $1.42 | $.72 |

Yellow Size No. 1½ bottles (metal screw cap) (formerly No. 1) 1 doz. in paper box, 2½ oz. per doz. $1.18
Yellow 1 lb. bottles—½ doz. in box per doz. 4.42

Veterinary

| Size tin | 5 lbs. | 10 lbs. | 25 lbs. | 50 lbs. | 1 pound |
|---|---|---|---|---|---|
| Per tin | $0.60 | $1.15 | $2.63 | $5.00 | doz. $2.50 |

White

| Size tin | 5 lb. | 10 lb. | 25 lb. | 50 lb. |
|---|---|---|---|---|
| Per tin | $1.53 | $2.97 | $7.20 | $14.40 |

| | Tins | Collapsible tubes Size No. 1 | Size No. 2 |
|---|---|---|---|
| Package | 1 lb. | ½lb. | |
| Per dozen | $4.50 | $3.56 | $. 98 $1.62 |

Bottles

| (formerly No 1) | (former Blue Seal White No. 1) |
|---|---|

| Size No. 2 | Size No. 1½ | Size No. 1 |
|---|---|---|
| Doz. $1.50 | $1.62 | $.72 |

White Mineral Oil

| | |
|---|---|
| Size No. 1 amber bottles per doz. | $5.58 |
| Size No. 0 amber bottles per doz. | 3.56 |

Cold Cream

| | |
|---|---|
| Porcelain Jars Size No. 5—large, boxes ½ doz. per doz. | 3.75 |
| Family Soap, boxes of 3 dozen cakes per doz. | .88 |
| Oil of Petroleum Perfumed, boxes ½ dozen per doz. | 1.96 |

Hair Tonic

| | |
|---|---|
| Size No. 2 bottles per doz. | 5.12 |
| Size No. 1 bottles per doz. | 2.82 |

Pomade

| | |
|---|---|
| Size No. 1½ bottles (formerly No. 1) per doz. | 1.36 |
| Collapsible tubes, boxes of ½ doz. (paper) per doz. | .98 |

Perfumed White—Superfine Quality

| | |
|---|---|
| Bottles, glass stoppers, boxes ½ doz. per doz. | 4.04 |
| Size No. 1 bottles (formerly known as Blue Seal Perfumed White Petroleum Jelly No. 1) per doz. | 1.10 |
| Collapsible tubes, boxes ½ dozen per doz. | 1.30 |

Analgic

| | |
|---|---|
| Collapsible tubes per doz. | 1.62 |

*Discounts* on orders of $50. and under, No. 51; $50. to $100. No 52; $100. and over No. 64.

## HIMROD'S ASTHMA CURE

(Himrod's Mfg. Co.'s.)

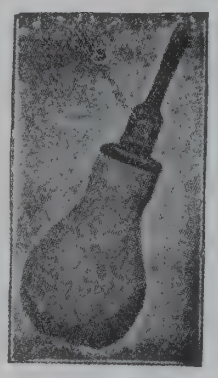
Packed in tins or bottles with either English, Spanish or Portuguese printed matter, per gross .....$90.00

Samples and advertising matter on request

*Discount No. 2234*

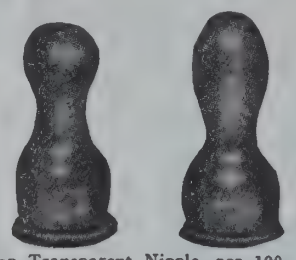
## RUBBER GOODS

(Davol Rubber Co.'s)



ICE BAG

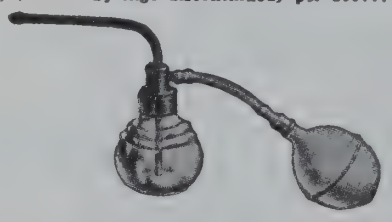
No. 284—Infant Bag Syringe, 4 oz., per 100.....$55.00
No. 439—Ice Bag, per 100..... 70.00



No. 241—Ball Top Transparent Nipple, per 100.....$3.65
No. 121—Household Transparent Nipple, per 100..... 3.65
*Discount No. 154.*

No. 252—Bon Ton Enema Syringe, red, with 2 pipes, per 100 .....$55.00
No. 182—Everlast Fountain Syringe, 2 quarts, per 100.... 77.33

No. 789—Breast Pump (old No. 209), per 100.....$36.00
No. 1265—Cupping Cups, assorted sizes, per 100..... 55.00
No. 526—Ear and Ulcer Syringe (old No. 851), per 100.. 12.00
No. 1561—Aurel and Nasal Syringe (shape as No. 53), ¾ oz., (No. 51 Syringe discontinued) per 100..... 17.50



No. 37—Family Atomizer, per 100.....$60.00

## TOILET SPECIALTIES.

(Stillman Freckle Cream Co.'s)

| | | | |
|---|---|---|---|
| Crema Bella Aurora, small | Per | doz. | $4.00 |
| Crema Bella Aurora, large | " | " | 8.00 |
| Stillman's Freckle Cream, small | " | " | 4.00 |
| Stillman's Freckle Cream, large | " | " | 8.00 |
| Stillman's Face Powder | " | " | 4.00 |
| Stillman's Dry Rouge | " | " | 3.00 |
| Stillman's Talcum Powder | " | " | 2.00 |
| Stillman's Medicated Soap | " | " | 2.00 |
| Stillman's Tooth Paste | " | " | 3.00 |

*Discount No. 34.*

## DOG MEDICINES

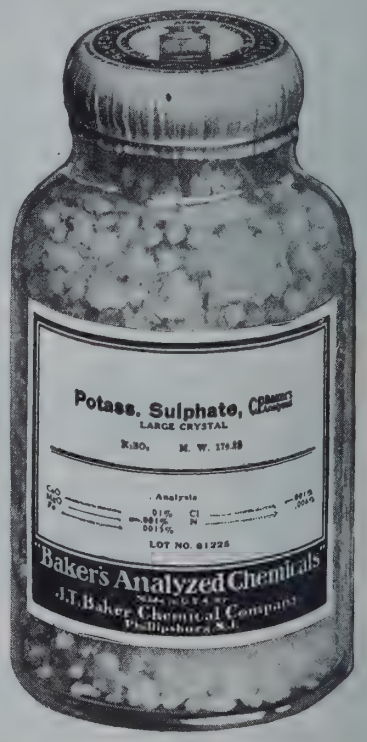
SERGEANT'S DOG MEDICINES
(Polk Miller Products Corp.)

| | | | | | |
|---|---|---|---|---|---|
| Distemper Medicine | per doz. | $ 9.00 | per gross | | $105.00 |
| Mange Medicine | " " | 5.50 | " | " | 65.00 |
| Condition Pills | " " | 4.50 | " | " | 52.50 |
| Sure Shot Capsules | " " | 4.50 | " | " | 52.50 |
| Puppy Worm Capsules | " " | 4.50 | " | " | 52.50 |
| Sure Shot Liquid | " " | 4.50 | " | " | 52.50 |
| Arsenic & Iron Pills | " " | 4.50 | " | " | 52.50 |
| Pepsin Tablets | " " | 4.50 | " | " | 52.50 |
| Dog Rub (a liniment) | " " | 4.50 | " | " | 52.50 |
| Canker Wash | " " | 4.50 | " | " | 52.50 |
| Cough Medicine | " " | 4.50 | " | " | 52.50 |
| Well Mouth | " " | 4.50 | " | " | 52.50 |
| Eye Wash | " " | 4.50 | " | " | 52.50 |
| Tape Worm Medicine | " " | 4.50 | " | " | 52.50 |
| Rheumatic Pills | " " | 4.50 | " | " | 52.50 |
| Diarrhoea Medicine | " " | 4.50 | " | " | 52.50 |
| Constipation Capsules | " " | 4.50 | " | " | 52.50 |
| Run-Fit Medicine | " " | 16.00 | | | |
| Skip-Flea Soap | " " | 2.00 | " | " | 23.50 |
| Skip-Flea Powder | " " | 2.00 | " | " | 23.50 |
| Carbolic-Tar Soap | " " | 2.00 | " | " | 23.50 |
| Shampoo Soap | " " | 2.00 | " | " | 23.50 |
| Disinfectant (gals.) | " " | 16.00 | | | |
| Disinfectant (qts.) | " " | 6.00 | | | |
| Disinfectant (12 oz.) | " " | 4.00 | per gross | | 47.00 |
| Disinfectant (4 oz.) | " " | 2.00 | " | " | 23.50 |
| No Tar Odor Mange | " " | 6.00 | " | " | 72.00 |

*Discount No. 156 F.O.B. Cars N. Y.*

## CHEMICALS

(J. T. Baker Chemical Co.'s)




POTASSIUM IODIDE U.S.P. CRYSTALS, GRANULAR OR POWDERED

| | |
|---|---|
| One Pound | $4.36 |
| Five Pounds | 4.32 |
| Twenty-five Pounds | 4.20 |

IODINE U.S.P. RESUBLIMED

| | |
|---|---|
| One Pound | $5.92 |
| Five Pounds | 5.56 |
| Twenty-five Pounds | 5.20 |

BISMUTH SUBNITRATE U.S.P.

| | |
|---|---|
| One Pound | $3.19 |
| Five Pounds | 3.12 |
| Twenty-five Pounds | 2.88 |

BISMUTH SUBCARBONATE U.S.P. POWDER

| | |
|---|---|
| One Pound | $3.66 |
| Five Pounds | 3.63 |
| Twenty-five Pounds | 3.38 |

ACID MOLYBDIC PURIFIED

| | |
|---|---|
| One Pound | $1.75 |
| Five Pounds | 1.57 |
| Twenty-five Pounds | 1.44 |

SODIUM MOLYBDATE PURIFIED

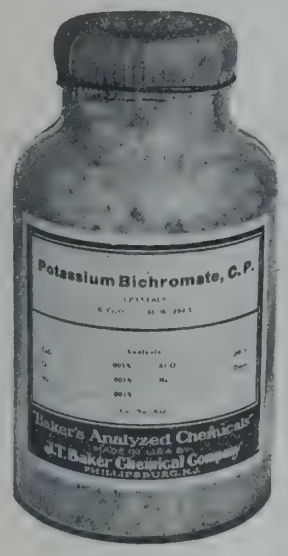
| | |
|---|---|
| One Pound | $2.04 |
| Five Pounds | 1.85 |
| Twenty-five Pounds | 1.70 |

Liberal Discounts will be allowed for quantity orders and to Dealers.

*Prices F.A.S. New York or Philadelphia, Pa.*

THE Chilean Chamber of Deputies passed a bill authorizing the government to spend over $1,000,000 to explore the oil fields on its own account and to grant concessions as it sees fit after exploration determines there is any oil or not.

# BAKER CHEMICALS
## *For Export*




**Potassium Iodide USP**
Crystals - granular - powder
Iodine Resublimed

For export these chemicals are packed in one or five pound bottles. In bulk four twenty-eight pound containers in a tin lined case.

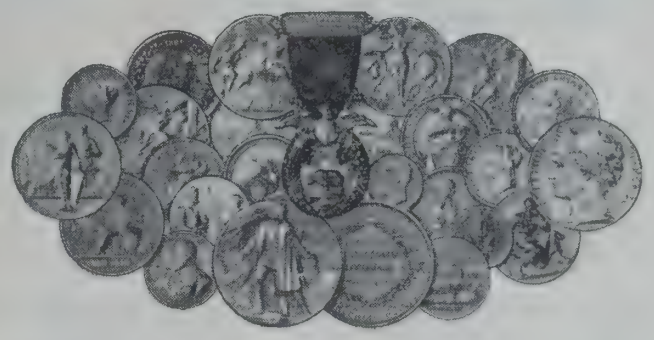
**Carbon Bisulphide, 99.9%**

*Through an affiliation with the Taylor Chemical Company we are responsible for the sale of all Carbon Bisulphide produced by the Taylor plant. Let us quote on your requirements.*

**J. T. BAKER CHEMICAL CO.**
**Phillipsburg, N. J.**
*Cable address Bachemco* *A. B. C. V Edition*

DEALERS EVERYWHERE ARE INVITED TO WRITE FOR PRICES AND FULL INFORMATION ABOUT OUR

# Vaseline
Trade Mark
# PRODUCTS



**Chesebrough Mfg. Co.**
(CONSOLIDATED)
**17 State Street** **New York, U. S. A.**

*Manufacturers of the*
"VASELINE" PREPARATIONS

BRANCHES:
London Copenhagen Montreal

*Cable Address: VASELINE, N. Y.*

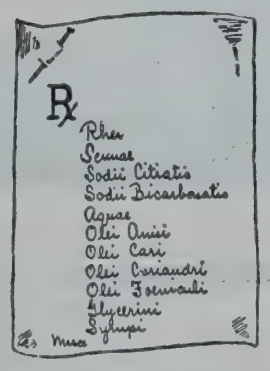
# *DRUGGISTS:*

**You know the value of each ingredient shown in the following formula for MRS. WINSLOW'S SYRUP.**

# MRS. WINSLOW'S SYRUP

***Is Absolutely Non-Narcotic***

It is a safe and palatable laxative for children. Meets the requirements of all Federal, State and Municipal Drug Laws. Doesn't contain any bromides—opium, morphine, or any of their derivatives.




There is a constantly increasing demand for this preparation.

Are you taking full advantage of it?

This is a profitable, beneficial laxative, which is easy to sell. Why tie up your money in more expensive preparations?

**Write for special discounts on gross orders.**

***If you want any specific information write to***

**ANGLO AMERICAN DRUG COMPANY**
**215 FULTON STREET - NEW YORK CITY**

## CREAM BELLA AURORA

**A GUARANTEED REMEDY FOR FRECKLES**

A good face bleach which removes freckles, tan, liver spots and moth patches, and clears the complexion. Also put up under English label called:

**STILLMAN'S FRECKLE CREAM**
**Price—50c and $1.00 per jar**

**STILLMAN'S FACE POWDER**
A smooth Powder, adhering well and delightfully perfumed. Put up in an attractive package in three colors—White, Flesh and Brunette. Price **50c** per box.

**STILLMAN'S DRY ROUGE**
The popular Medium Brunette shade rouge in cake form with puff. Price **35c** per box.

**STILLMAN'S TALCUM POWDER**
An antiseptic, borated powder with an exquisite odor. Price **25c** per box.

**STILLMAN'S MEDICATED COMPLEXION SOAP**
A specially prepared toilet soap that can be used on the most delicate of skins and recommended to be used in connection with Creama Bella Aurora. Price **25c** per cake.

**STILLMAN'S TOOTH PASTE**
A good cleansing, antiseptic tooth paste with a pleasing taste. A paste which really cleans and preserves the teeth. Price **25c** per tube.

**STILLMAN FRECKLE CREAM COMPANY**
**Aurora, Illinois** **U. S. A.**

Representantes en el Bolivia, Hinojosa & Cia., Cochahamba, Calle Argentina 152; representantes en el Peru, Rodolfo Romero Lozada, Chota Izquerda 167, Lima; and representantes en el Espania, Antonio Dalmau, Balmes 51, Barcelona.

# HIMROD'S ASTHMA CURE

**Recommended for**
**Asthma,**
**Influenza,**
**Hay Fever,**
**Rose Cold,**
**Nasal Catarrh,**
**Common Colds**

—

**Established over 40 years**

**Prescribed by the Medical Faculty throughout the world.**
**Is used as an Inhalation, and without any after bad effects.**

Among the Thousands of Testimonials the following will be read with interest.

"The only relief I could get. If I had known it earlier."—**LORD BEACONSFIELD** (*in his dying moments*).

"I have tried every remedy ever invented, and HIMROD'S CURE is the only one in which I have complete confidence."—**EMILY FAITHFUL.**

"This is an excellent remedy for Asthma." **SIR MORELL MACKENZIE** (*in his Clinical Lecture at the London Hospital and Medical College*)

"The best thing in my experience was recommended to me by an old friend in London. It was Himrod's Asthma Cure, one of the many powders, the smoke of which when burning is inhaled."—**OLIVER WENDELL HOLMES, (M. D.)**

# HIMROD TONIC LAXATIVE TABLETS

**Recommended for**
**Auto-Intoxication,**
**Habitual Constipation,**
**Biliousness,**
**Lazy Liver.**

—

**Purely Vegetable**
**Perfectly Harmless**

Realizing that the troubles of the digestive organs should be treated for their cause, and can only be successfully treated in that manner, we have produced a tablet whose function is to remove the cause of such disorders, leaving the digestive organs in a natural and healthy state, when they will do the work that nature intended. A cathartic will not do this; it will evacuate the bowels, but the condition that caused constipation still remains

**They do not contain any narcotic or habit-forming drugs, chemicals, coal tar products, calomel or mercury.**

Strong features, worthy of your earnest consideration, are that Himrod's Tablets do not lose their effect after continued use, the dose not having to be increased, as is usual with the ordinary cathartic, and, the active ingredients being purely vegetable, they are perfectly harmless.

# Style of Package and Geographical Preference

The world-wide demand for

## ERGOAPIOL-(SMITH)

made it expedient to adopt two styles of package for the preparation. This enables the dealer to choose the style of container most acceptable in his particular country.

**ERGOAPIOL (SMITH)**
**is marketed in both**

*TIN BOXES and GLASS BOTTLES* } *each containing 20 Capsules*

Foreign dealers should bear this fact in mind when ordering to meet the demand of physicians for this preparation, which is extensively prescribed for

Amenorrhea, Dysmenorrhea, *and other* Disorders of Menstruation

***Supplied, direct or through any export merchant, at a fixed export price for each country***

Prices, terms, literature, etc. on request.

**MARTIN H. SMITH COMPANY**
**150 Lafayette Street** **New York, U. S. A.**

## For Over 50 Years

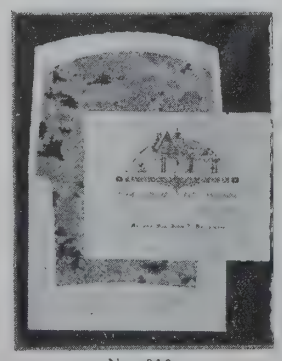
the name Davol has stood for Superior Quality in Rubber Goods for Home, Surgical, Hospital and Dental use.

Catalog and special Export Price list sent on request.

**Davol Rubber Company**
**Export Department**
**349 Point St., Providence, R. I., U. S. A.**

**Established 1874**
**Cable Address "DAVOL"**

DAVOL
QUALITY SERVICE
RUBBER GOODS



No. 830

## THE STERLING LINE

**of Engraved Etchings, Folders and Christmas Greeting Cards**

THERE are vast differences in Christmas Cards besides the differences in price, though many comparisons are made on the basis of price alone. Sterling cards and etchings are made to requirements so exacting that they constitute a standard in this country and are at least one year ahead of others in style and originality.

We do not mean to convey the impression that our cards are higher priced than others. They are not. Our resources enable us to give real values.

Folders and cards can be furnished with or without sentiment in English.

Envelopes to match furnished with all cards and etchings.

*Sample portfolio sent upon receipt of cost $5.00. This will be refunded upon receipt of order amounting to $25.00 or over.*

**DRUCKER & KELLY ENGRAVING STUDIO**
223 W. MADISON ST. CHICAGO, ILL., U. S. A.

## "GOLD MEDAL"

*(Trade-Mark Reg. U. S. Pat. Off.)*

## FOLDING COT-BEDS

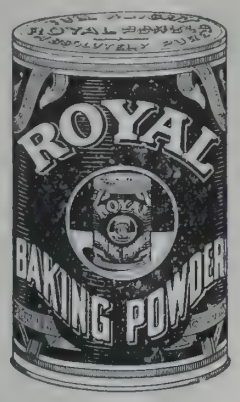
***Strong—Light—Fold Compactly***

Best for Camping, Summer-home and Outdoor use—extensively used in Homes as an "extra" bed for "unexpected guests," for the sick-room; for outdoor sleeping on porch or veranda in hot weather. A strong, substantial, comfortable bed when open; a small compact bundle when folded. Put away in closet or on shelf when not in use. Single and double widths—full length or special length for children.

*Write for catalog* showing all styles; also full line of camp and porch chairs, folding tables, etc.

**GOLD MEDAL CAMP FURN. MFG. CO., Dept. 23, Racine Wis., U. S. A.**

*Contains no alum—*




*Leaves no bitter taste*

# ROYAL BAKING POWDER

Royal's world-wide success has been due to its high quality, purity, reliability—and to the fact that it retains its strength indefinitely in all climates. Royal Baking Powder is the only internationally distributed Cream of Tartar baking powder.

Royal is packed in tins containing 4, 6, 8, 12 and 16 ounces—also in 2½ and 5 lb. tins.

To handle Royal gives the reputation of better merchandise.

**Royal Baking Powder Co., New York City, U.S.A.**

*All over the world*

Post Health Products are sold all over the world. Under every flag they enjoy a reputation of highest quality. The demand for them is being steadily increased by advertising that circles the globe.

Manufactured by
Postum Cereal Co., Inc.
*and distributed through*
Post Products Co., Inc.
*Postum Bldg., New York*

Drink Coca-Cola
Delicious and Refreshing

# *For Export—in bottles!*

This delicious and refreshing beverage—pure and sparkling, ready to drink—is now prepared especially for export. In standard split bottles, handsomely labeled and decorated, packed in substantial cases, five dozen bottles to the case. Shipping weight, 85 lbs.

The Coca-Cola Company
111 Broadway, New York, N. Y., U. S. A.

Price
$6.00 a case
F. O. B. New York

## Sergeant's
DOG MEDICINES

SAFE AND EFFECTIVE REMEDIES FOR ALL DOG AILMENTS

These medicines have been on the market for more than fifty years, and every one in the line is up-to-date and the last word in the scientific treatment of canine ills.

Write us for a copy of our "Dog Book" on the care, feeding and breeding of dogs. It also describes the various diseases of dogs and the proper treatments. Mailed FREE to any address upon request.

FOR PRICES SEE PRICE CURRENT THIS JOURNAL. CORRESPONDENCE SOLICITED.

POLK MILLER PRODUCTS CORPORATION
Richmond, Virginia, U. S. A.

"Little Wonder" HOOK

Holds clotheslines, awnings, porch and boat curtains, tennis nets, flags and guy ropes fast without a knot. Just place line over hook and jerk under lower prongs; the more weight the tighter it holds. Guaranteed to hold 150 lbs. yet one jerk takes it down. Rust proof. Made of heavy galvanized wire with screws for attaching. Fast, profitable seller at 10c, 3 for 25c.

## "LITTLE WONDER" SPECIALTIES

The "Little Wonder" Sharpener for Scissors and Knives

Is accepted as the best the World over, owing to the fact of the blade coming in contact at just the proper angle, with a FLAT SHARPENING SURFACE, insures the blade will never be ground hollow in the middle like all round surfaces do, nor will it put on the crumbly corrugated edge like the disc does, any mechanic will tell you that a FLAT SURFACE is the kind to grind against to get the true keen edge that does not injure the cutlery. "LITTLE WONDER" Sharpener is pressed steel, with a very sharp hard file which slides along a groove, which is reversible, thus furnishing ample sharpening surface which will last many years and when it does wear smooth, a new file can be had at a very small cost, which prolongs the life of the "Little Wonder" for another TEN years. THESE GOODS ARE PATENTED AND MANUFACTURED EXCLUSIVELY by

THE LAKE MANUFACTURING COMPANY
CLARENDON, VA., U. S. A.
(Suburb of Washington, D. C.)

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## BAKING POWDER

### ROYAL BAKING POWDER
(Royal Baking Powder Co.'s)

Prices F.A.S. Steamer, New York
No charge for packing

| Size of Tins | | | | | Price Per Doz. Tins |
|---|---|---|---|---|---|
| ¼ oz... | In cases of | 6 or 12 doz. | each | | $ .95 |
| ¼ lb... | " | " | " | 4, 6, 8, or 12 doz. each | 1.85 |
| 8 oz... | " | " | " | 3 doz. each | 2.70 |
| ½ lb... | " | " | " | 2, 3, 4, 6, or 12 doz. each | 3.60 |
| 12 oz... | " | " | " | 2 doz. each | 5.20 |
| 1 lb... | " | " | " | 1, 2, 3, 4, or 6 doz. each | 6.85 |
| 2½ lb... | " | " | " | ½ or 1 doz. each | 16.20 |
| 5 lb... | " | " | " | ½ or 1 doz. each | 31.20 |

*Discount No.* 187.

### WEIGHTS AND MEASUREMENTS OF EACH CASE

| Case Containing | | Gross Weight Lbs. | Gross Weight Kilo | Net Weight Lbs. | Net Weight Kilo | Legal Weight Lbs. | Legal Weight Kilo | Cubic Meas. Cu. Ft. |
|---|---|---|---|---|---|---|---|---|
| 6 doz. | 2 oz. | 16 | 7.26 | 9 | 4.08 | 13½ | 6.11 | 0/6 |
| 12 " | 2 " | 34 | 15.42 | 18 | 8.16 | 27 | 12.24 | 0/10 |
| 4 " | ¼ lb. | 20 | 9.07 | 12 | 5.44 | 16½ | 7.48 | 0/7 |
| 6 " | ¼ " | 30 | 13.61 | 18 | 8.16 | 24½ | 11.11 | 0/10 |
| 8 " | ¼ " | 40 | 18.14 | 24 | 10.89 | 33 | 14.96 | 1/0 |
| 12 " | ¼ " | 60 | 27.22 | 36 | 16.33 | 49½ | 22.22 | 1/8 |
| 2 " | 6 oz. | 22 | 9.98 | 13½ | 6.12 | 18 | 8.16 | 0/8 |
| 2 " | ½ lb. | 19 | 8.62 | 12 | 5.44 | 15½ | 7.03 | 0/7 |
| 3 " | ½ " | 28 | 12.70 | 18 | 8.16 | 23 | 10.43 | 0/11 |
| 4 " | ½ " | 38 | 17.24 | 24 | 10.89 | 31 | 14.06 | 1/1 |
| 6 " | ½ " | 56 | 25.40 | 36 | 16.33 | 46½ | 21.09 | 1/8 |
| 12 " | ½ " | 116 | 52.62 | 72 | 32.66 | 93 | 42.18 | 3/3 |
| 2 " | 12 oz. | 28 | 12.70 | 18 | 8.16 | 23 | 10.43 | 0/9 |
| 1 " | 1 lb. | 19 | 8.62 | 12 | 5.44 | 15 | 6.80 | 0/6 |
| 2 " | 1 " | 37 | 16.78 | 24 | 10.89 | 29½ | 13.38 | 1/1 |
| 3 " | 1 " | 54 | 24.49 | 36 | 16.33 | 44 | 19.95 | 1/6 |
| 4 " | 1 " | 73 | 33.11 | 48 | 21.77 | 59 | 26.76 | 1/11 |
| 6 " | 1 " | 109 | 49.44 | 72 | 32.66 | 89 | 40.36 | 3/1 |
| ½ " | 2½ " | 28 | 10.43 | 15 | 6.80 | 17½ | 7.94 | 0/8 |
| 1 " | 2½ " | 44 | 19.96 | 30 | 13.61 | 35 | 15.87 | 1/3 |
| ½ " | 5 " | 42 | 19.05 | 30 | 13.61 | 34 | 15.42 | 1/2 |
| 1 " | 5 " | 83 | 37.65 | 60 | 27.22 | 68 | 30.84 | 3/5 |

## FISHING TACKLE

(Edward Vom Hofe & Co.'s)

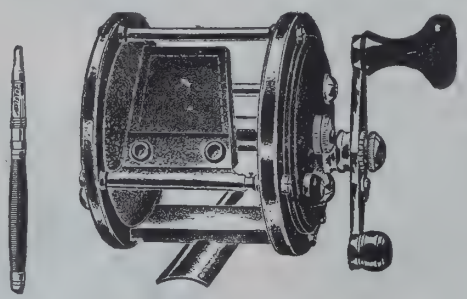
Our Fishing Tackle has been manufactured since 1867. During that time we have catered to the most expert and exacting anglers. No expense for labor or material is spared to make our brand as perfect a line of tackle as is possible to produce.

Fishing Rods for all purposes, price each, from $2.10 to $57.50.

Our Rods are made under personal supervision and all wood is carefully selected.

### FISHING REELS

Each Reel is individually assembled, fitted finished, thus making them strictly handmade. Among their many features of mechanical superiority is the easy excessibility of bearing for oiling, compensating adjustment, lightness, strength, finish and beauty of design. Price each from $2.25 to $225.00.



### HOOKS

Fish Hooks of every style, shape, size and description from $.65 per hundred up.

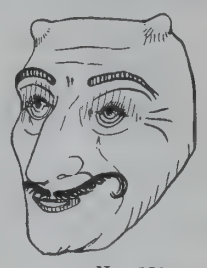
### SPOONS AND BAITS

Spoons and Baits. Artificial lures of every kind and description from $.10 to $1.00 each.

*Discount No.* 141.

## MASKS

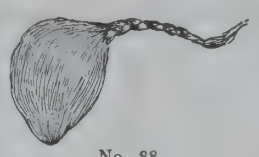
PAPIER MACHE, LINEN, WIRE, GAUZE, WAX AND SHOW MASKS, LARGE HEADS, NOSES, WIGS, BEARDS, DOMINOS, ETC.
(The American Mask Mfg. Co.'s)



No. 150

No. 85

| | |
|---|---|
| No. 150.—Gauze, extra large size, very fine painted and colored, packed one dozen in box, price per gross | $30.00 |
| No. 150.—1 Jiggs, Maggie, Mutt, Jeff, Barney Google, Andy Gump. Packed ½ dozen in box, price per gross | 30.00 |
| No. 167.—Paper Masks, moving mouth. Black Cat, Felix the Cat, Skull, etc., packed one dozen assorted in box price per gross | 14.40 |
| No. 157.—Extra Large Masks, painted and colored with sewed hair. Witch with large cap, Mother Goose black peaked round hat, Negro Preacher, fine painted sewed hair, moving mouth, large black hat. All head dressed hair behind. Price per gross | 74.00 |
| No. 175.—1 Hallowe'en Masks, painted. Pumpkin, Demon, Witch, Skull, Black Cat, packed one dozen in box, price per gross | 14.50 |
| No. 85.—Assorted Beards, Irish, full English beard, Chin whiskers, packed one dozen in box, price per gross | 16.00 |
| No. 86.—English beard extra heavy assorted colors, per gross | 24.00 |



No. 88

| | |
|---|---|
| No. 88.—Ladies' Wigs, assorted colors. Packed ½ dozen in box, per gross | 20.00 |
| No. 88.—1 Ladies' Wigs, bobbed, good quality with permanent wave, in black, red, blonde, brown, grey. Packed ½ dozen assorted in box, price per dozen | 6.00 |
| No. 89.—1 Gents' Wigs, curly, good quality in black, white, red, blonde, brown, grey, or assorted. ½ dozen in box, per dozen | 6.00 |

*Discount No.* 160—F.O.B. Findlay, Ohio.

## HEELS

### WOOD HEELS

(G. H. Moore Wood Heel Co.'s)

CUBAN HEELS

**Wood heels are manufactured from selected kiln dried hard maple. No other kind of wood being used in any of our heels. It is all Michigan Grade Maple.**

LOUIS HEELS

| | Price Per doz. pair |
|---|---|
| Cuban, Military and Box Plain Wood Heels | $1.60 |
| Any style Louis, plain woods | 2.10 |
| Plain Woods including top piece, any style, Louis | 3.50 |
| Cuban Heels from 18/8 up | 3.00 |
| Military and Box Heels | 3.25 |
| Celluloid covered including top piece, any style, Louis | 4.94 |
| Cubans, 10/8 and up | 4.32 |
| Military and Box Heels | 4.60 |

On orders for more than one dozen pair, price quoted on application.

*Discount No.* 89.

## BOAT OARS.

(New York Boat Oar Co., Inc.)

**ASH OARS, "PAGE" BRAND, GUARANTEED SELECTED QUALITY.**

Lengths 5 to 9 feet, inclusive per foot $0.16. Ten feet, $0.19.

| Length feet | Per Foot | Length feet | Per Foot |
|---|---|---|---|
| 11 | $0.22 | 18 | $0.59 |
| 12 | .26 | 19 | .60 |
| 13 | .32 | 20 | .60 |
| 14 | .38 | 21 | .72 |
| 15 | .40 | 22 | .72 |
| 16 | .43 | 23 | .85 |
| 17 | .50 | 24 | .85 |

**ASH OARS, "CRESCENT" BRAND, SECOND QUALITY**

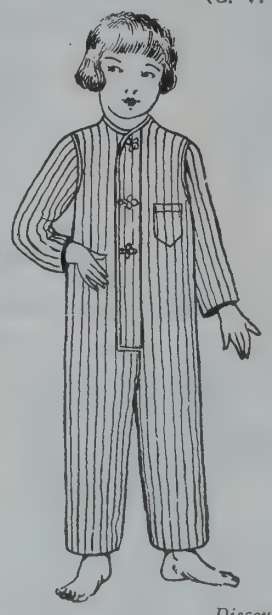
Lengths 5 to 9 feet, inclusive $0.13. Ten feet, $0.16 per foot.

| Length feet | Per Foot | Length feet | Per Foot |
|---|---|---|---|
| 11 | $0.17 | 16 | $0.35 |
| 12 | .22 | 17 | .43 |
| 13 | .26 | 18 | .43 |
| 14 | .31 | 19 | .48 |
| 15 | .33 | 20 | .48 |

Prices include export packing and are f.a.s. New York Harbor
*Discount No* 121

## PAJAMAS

### CHILDREN'S PAJAMAS
(G. V. W. Covert's)

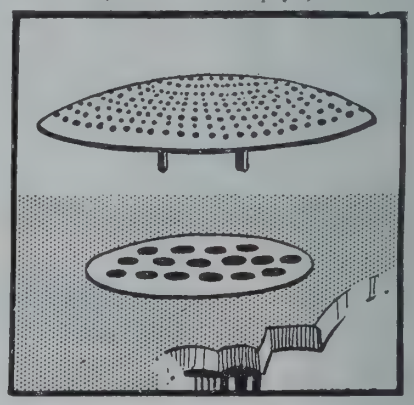


| | |
|---|---|
| 516/6 attractive Foulard Nightie in a variety of delicate shadings including pink, blue and honey. Double hems, turned over, leaving all stitching clean. Drop seat, price per dozen | $8.00 |
| 509/6 Checked Nightie available in many popular shadings including white, pink and blue. "Restwell" Nighties are quality garments in every respect. Drop seat, price per dozen | 8.50 |
| 510/6 Nainsook Nightie in white, pink and blue. Strictly a "Restwell" garment. Drop seat, price per dozen | 7.50 |
| 510/6 Washanredy Crepe Nightie available in a large variety in assorted colorings and patterns. "Restwell" garments are made well, all clean stitching, no rough edges. High grade throughout. Drop seat price per dozen | 11.50 |

*Discount No.* 124.

## SINK DRAIN PROTECTORS

(Howard M. Murphy's)



Murphy's wonderful device solves the housekeeper's most annoying problem. No dirt—clogged drains—"no backing up" of dirty dish water. Quickly adjusted to any type of sink drain, easily removed and cleaned. Made of heavy brass (non-rustable), with small perforations that stop and collect the smallest grains before they leave the sink. Price (per gross) ..... $36.00

*Discount No.* 97

## SHOE AND TANNERY FINISHES

(S. & F. Blacking Co.'s)

S and F BLACKING CO.

| | |
|---|---|
| Brightest black kid dressing. Tan colorless, per gal | $3.00 |
| Gun metal dressings, per gal | 2.75 |
| Radio polish (Brightest Made), per gal | 2.25 |
| Crayons, per gross | 24.00 |
| Patent leather repairers, per gross | 50.00 |
| White Repairers, per gross | 50.00 |
| Russia Calf Repairer, per gross | 50.00 |
| Edge ink and stains, per gal | 2.25 |
| Shank ink, per gal | 2.50 |
| Radio stick polish, per gross | 21.00 |

*Discount No.* 13.

Black and tan renovators for Calf, Side Leather and kid, per gal ..... $5.00

*Discount No.* 32.

Prices for Barrel lots on request, prices for Cleaners for every kind of leather, on request.

A *Times* London cable says 1927 gold output of Transvaal established new high record at 10,130,630 fine ounces valued at £43,548,092, which compared with 1926 output of 9,962,852 fine ounces valued at £41,745,420, which was former high. Value of Transvaal output since 1884 is £947,083,880.

# Make Money Selling the J. B. L. Cascade

Internal bathing is tremendously on the increase. This is the healthiest and most successful means of eliminating chronic constipation and those conditions due to intestinal disturbances. The J. B. L. Cascade is the only thorough means of administering the internal bath. You can sell it readily and there is a substantial profit in each sale. Communicate with us for all particulars.

**The Tyrrell Hygienic Institute**
152 West 65th Street
NEW YORK CITY, U. S. A.

# LEATHER REPAIRERS
FOR SHOE MANUFACTURERS

Abbo Calf Patent Leather Repairers; Patent Leather Repairers & Crayons (in all colors); Russia Leather Repairers & Crayons; Gun Metal Patent Leather Repairers; Gold & Silver Repairers; Glazed Kid Repairers; Patent Leather Flow; Oil-Stain Remover; Satin Repairer-Satin Dressing; Special Leather Repairers for Blonde, Gray, Rose Blush, and Silk Kid.

Our repairers are in practical use and giving satisfactory results in nearly all modern shoe factories, not only in America, but in other shoe centers of the world.

BROCCO LEATHER REPAIRERS

The largest and only firm of its kind specializing on repairers for every kind and color of shoe.

See Price Current this Journal for prices and discounts. Special attention to all export orders.

Orders filled direct, or through any responsible export and import merchant.

A trial order will convince you of the superior quality of our repairers. We have a new gun-metal patent leather repairer; it is giving most wonderful results.

**BROCKTON CRAYON & COLOR CO.**
STOUGHTON, MASS, U. S. A.

# LE PAGE'S GLUE

LIQUID—Always Ready for Use.

STRONG—Officially Tested to Over a Ton Pull Per Square Inch.

DEPENDABLE—The World's Standard for Over 40 Years.

Awarded 16 Medals for Excellence

**RUSSIA CEMENT CO.**
FACTORY AND LABORATORY
GLOUCESTER, MASS., U. S. A.

*"The oldest and largest liquid glue manufacturer in the world"*

# KilSoot
CHIMNEY CLEANER

OVENS BAKE BETTER

Cleans CHIMNEYS STOVES · FLUES

SAVES YOUR FUEL

**FIRE PREVENTION**

See Price Current this Journal for prices and send for printed matter to

KILSOOT CHEMICAL COMPANY, Inc.
530 West 58th Street New York, N. Y., U. S. A.

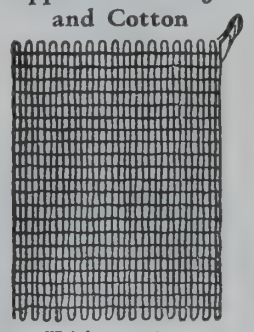
# EUROPEAN SECTION

## METAL POT CLEANERS

All prices per gross f.o.b. Hamburg cases and packing free; packed in cases of 20 gross.

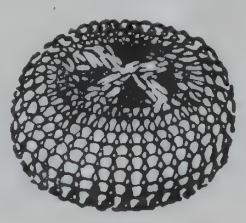
TRADE MARK KITCHEN-FAIRY

### Copper Mits on Jute and Cotton



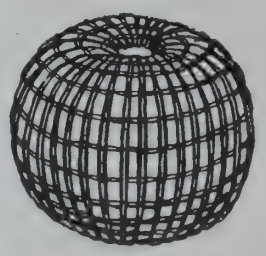
| No. | Weight per piece grams ca. | Size, inch | Price $ |
|---|---|---|---|
| 1582 | 25 | 6¾ x 5½ | 3.35 |
| 5028 | 21 | 6¾ x 5½ | 2.75 |
| 1893 | 19 | 6¾ x 5½ | 2.60 |
| 5029 | 15 | 6¾ x 4½ | 2.30 |

### White Metal Balls



| No. | Weight per piece grams ca. | Price $ |
|---|---|---|
| ZS 25 | 25 | 2.15 |
| ZS 30 | 30 | 2.50 |
| ZS 35 | 35 | 2.80 |
| ZS 45 | 45 | 3.70 |

### Copper Balls



| No. | Weight per piece grams ca. | Price $ |
|---|---|---|
| K 25/2 | 25 | 3.30 |
| K 30/2 | 30 | 3.90 |
| K 35/2 | 35 | 4.25 |
| K 65/2 | 65 | 7.75 |

### Copper Balls

| No. | Weight per piece grams ca. | Price $ |
|---|---|---|
| KS 25 | 25 | 2.80 |
| KS 30 | 30 | 3.25 |
| KS 35 | 35 | 3.70 |
| KS 45 | 45 | 4.85 |

## METAL POT CLEANERS

Orders payable against letter of accreditation in Germany.

TRADE MARK KITCHEN-FAIRY

Assorted Sample Cases containing 2 gross 5028, ZS30, KS30, KS35, K65/2 @ $40.00.
Demand Complete Sample Collection upon payment of $1.00.

## HEINRICH SCHMUCK 40i Weissenburg (Bavaria) Ger many

*Established 1874* — At the Leipzig Fair, Messpalast Dresdner Hof, I, 314/15

Works of: Gold and Silver Wires, Gold and Silver Lametta, Flexible Copper Wire Cords, Fusible Wires, Gold and Silver Threads, Tinsel Threads, Copper Threads, Coloured Metal Threads, Metal Thread Cords, Copper Tinsel Conductors.

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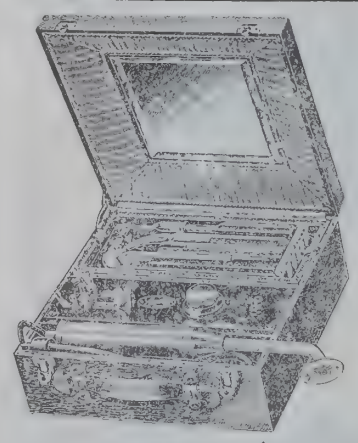


Original Haider

MODEL II $8.00 EACH

## Original "Haider" High Frequency (Violet Ray) Generator

***FOR:*** ALL DIGESTIVE DISEASES, NERVOUS DISEASES, AFFECTIONS OF THE BREATHING ORGANS. MORE THAN 200 HUMAN DISEASES CAN BE CURED THEREWITH.

This apparatus can be attached to any 80-220 volt electric light connection anywhere. The curative treatment can be applied with great success by anyone without previous knowledge by simply following the instructions accompanying each apparatus.

*The Original "Haider" Generators* have been introduced in many countries and not only in clinics, hospitals, with physicians, etc., but also are in steady use by many thousands of private individuals. Ask for detailed prospectus. Furnished in 3 models. 1 year's guarantee!

| | Net weights | Inches | Net price |
|---|---|---|---|
| Model II | 2.00 kilos | 10x10x4 | $8.00 each |
| Model III | 1.60 kilos | 10x 8x4 | $6.00 each |
| Model IV | 1.35 kilos | 8½x7½x4 | $4.75 each |

PRICES: Fob Hamburg or Bremen, including packing.

*FOR TRIAL WE WILL FURNISH 2 APPARATUSES* (one Model II and one Model IV) for $15.00, postpaid including packing.

## CARL HAIDER, G.m.b.H.

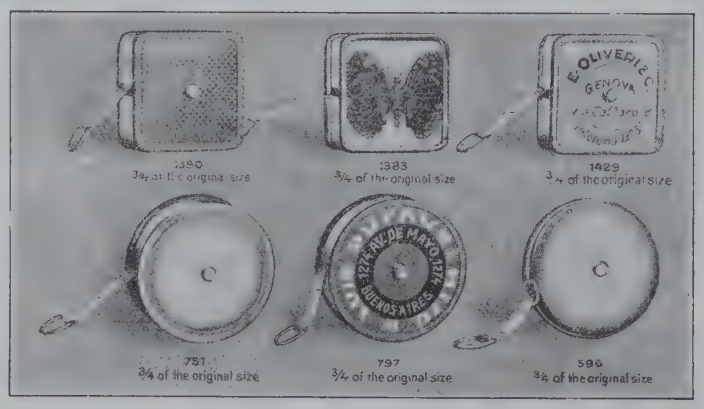
27 Richard-Wagner Str.

Factory specializing in electro-medical apparatus.

MÜNICH (GERMANY)

---

1373 original size



1390 3/4 of the original size
1383 3/4 of the original size
1429 3/4 of the original size
751 3/4 of the original size
797 3/4 of the original size
596 3/4 of the original size

1349 original size

## ERNST GRUBER & CO., Ludenscheid/W., Germany

METAL GOODS AND TAPE-MEASURE FACTORY

*Specialty:* **Winding Tape Measures with and without advertisement.**

Trade-mark

# GOTTLIEB HAMMESFAHR STEEL GOODS FACTORY

## SOLINGEN-FOCHE

*Manufacturer of Solingen Steel Goods of all kinds of highest quality*

**Specialty: "NIROSTA" Knives, Spoons and Forks**

Made of Krupp stainless steel

(*Protected by patents.*)

Trade-mark

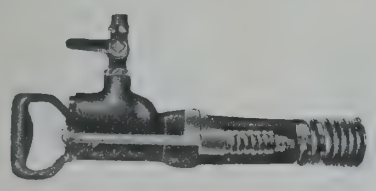
MACHINE FACTORY

# RUDOLF HAUSHERR & SÖHNE G.m.b.H.

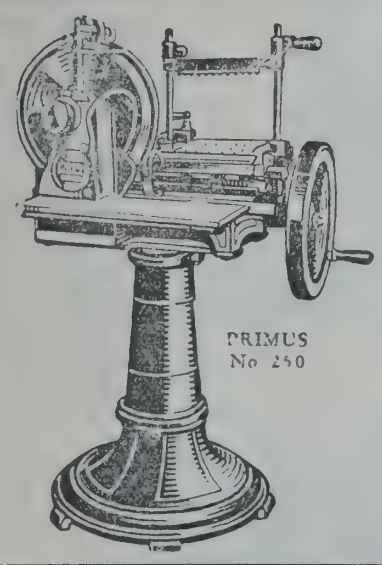
SPROCKHÖVEL i/WESTF. (GERMANY)

*Manufactures as Specialties for Coal Mining:*

DRILLING HAMMERS MINING HAMMERS CONDUIT FANS
ROTARY COAL DRILLING MACHINES MINE CAR MOVING DEVICES



**Owing to their well designed construction, the good material and their economical operation our machines enjoy a large demand at home and abroad.**




# MÄRKISCHE MASCHINENBAU-GESELLSCHAFT

TELEGRAMM-ADR. MASCHINENBAU

m.b.H.
WITTEN-RUHR
Germany

RUDOLF MOSSE CODE

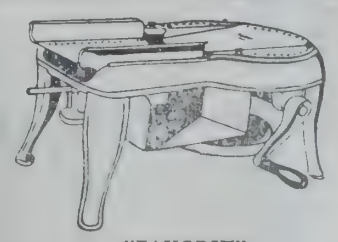
*furnishes as specialty*

# SLICING MACHINES

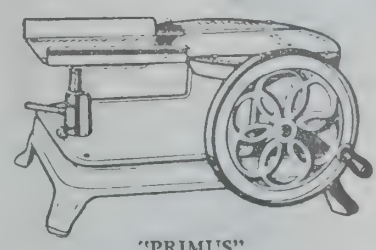
with vertical or horizontal circular knives, for operation by hand or by motor.

"PRIMUS" and "FAVORIT" Types

"UNIVERSAL" Sharpeners for sharpening horizontal blades of any size and any manufacture.

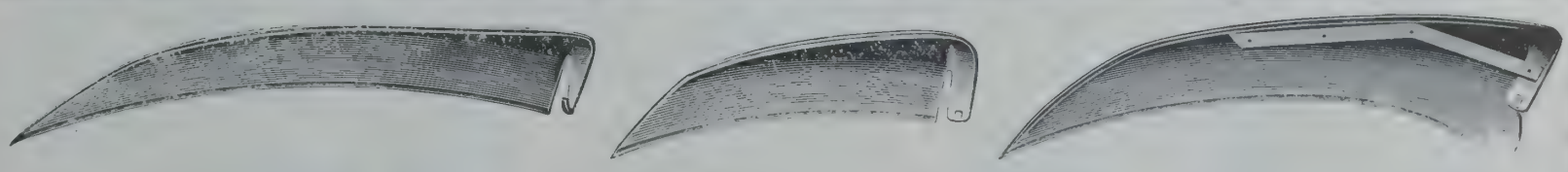


"FAVORIT".



"PRIMUS"

TRADE - MARKS KNOWN FOR GENERATIONS



SCYTHES and all kinds of AGRICULTURAL CUTTING TOOLS in every shape and style furnished by the production and sales union of first and oldest German scythe works.

# VEREINIGTE SENSENWERKE G.m.b.H.

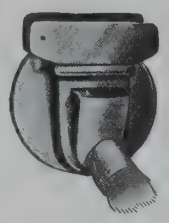
HAGEN/Westf. (Germany)

Office
Telephone 24251/52
Telegrams: Sensenwerke Hagen
A. B. C. Code 5th Edition

NEW

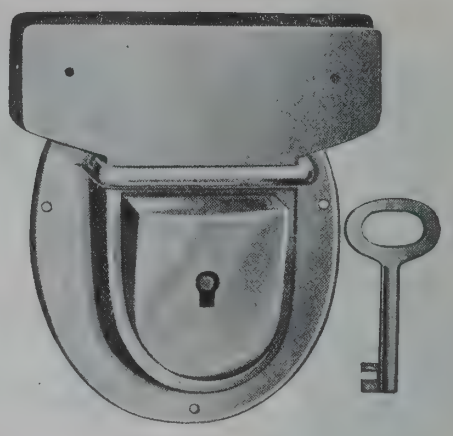
# "TUCK-TITE"

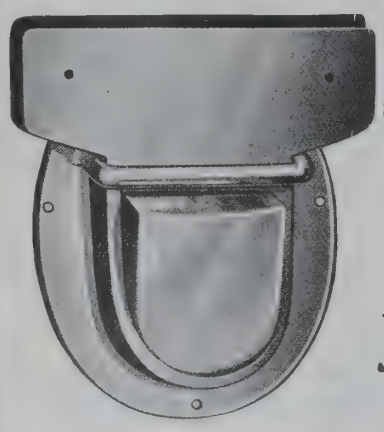
The new Lock
*Patented*
Everywhere



*An ideal universal Lock*

*Opens by simply pressing upwards*





*For all articles capable of being locked. Furnished in many sizes and designs.*

GIVE A TRIAL AND THEN DECIDE!
You will find no more practical lock.
Sole manufacturer and licensee for all countries (except England and Colonies) Canada, however, included: Agents wanted everywhere

## JACOB MÖNCH Metal Goods Factory
Offenbach, a/M., Germany

NEW

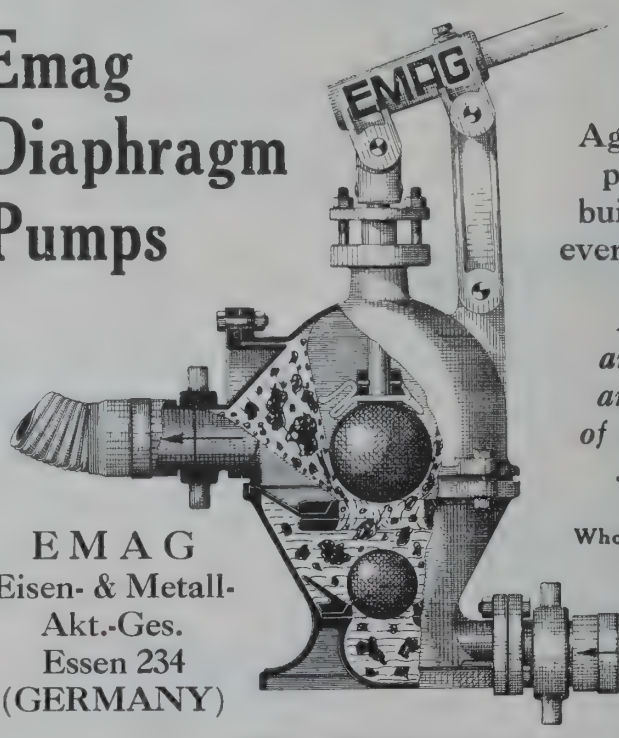
Manufacture of Iron and Brass Wood Screws, Black Bolts and Nuts for every use.

Trade Mark

Arrow Brand

## WESTFÄLISCHE HOLZSCHRAUBENFABRIK GERDES & CO., G.m.b.H.
Schwelm, Westfalen
(Germany).
*Founded 1873*

## Emag Diaphragm Pumps

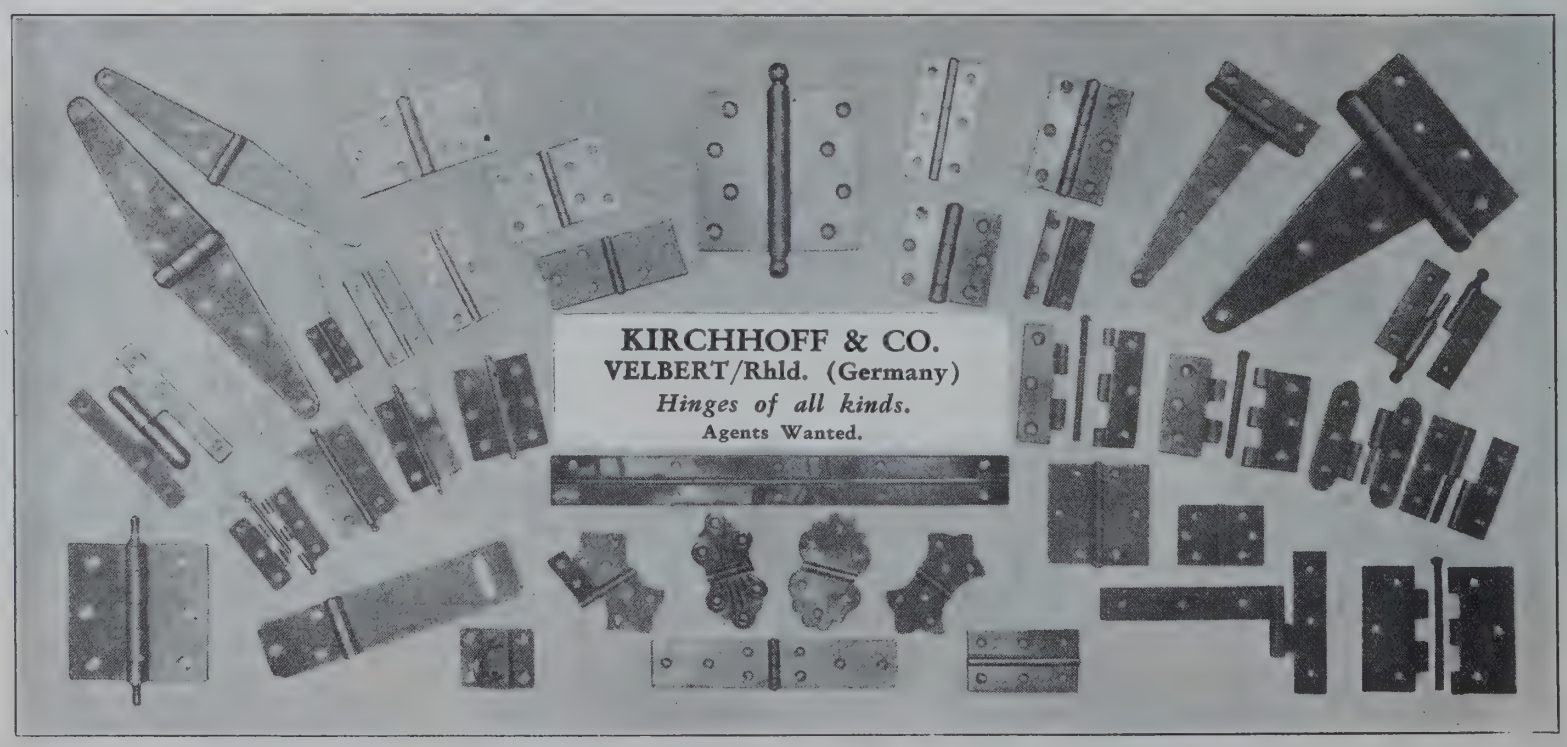



for Agricultural purposes, building and every industry

*Handle any slime and liquid of thick consistency*

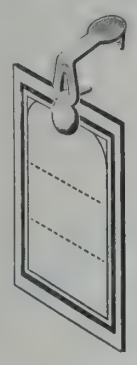
Wholesale dealers wanted.

EMAG
Eisen- & Metall-Akt.-Ges.
Essen 234
(GERMANY)



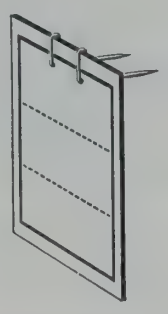
KIRCHHOFF & CO.
VELBERT/Rhld. (Germany)
*Hinges of all kinds.*
Agents Wanted.

## Clip On Tickets



Fixed quickly and firmly by only one pressure.
10 sizes

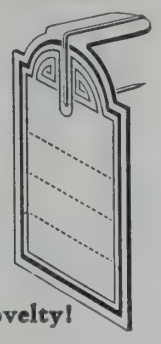
## Self fastening Pin Tickets



Best quality.
10 sizes.

## Safety Pin Tickets "Orna"

(patented)

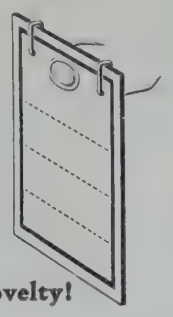


**Novelty!**

Only one pin, entirely covered by paperflap, when ticket attached. 6 sizes

## Safety Pin Tickets "Sina"

(patented)



**Novelty!**

The pins being slightly curved, no proecting points.
9 sizes

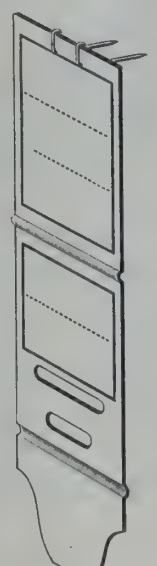
## Pointless Clip On Tickets "Spilona"

(patented)

**Novelty!**

No pins or sharp points whatever. Especially adapted for finest textil-goods. 9 sizes

## Folding Self fastening Pin Tickets

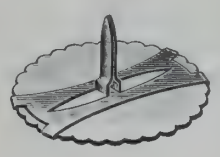


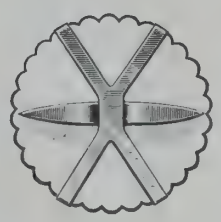
The pins being covered by paperflap, no damage of goods possible. 9 sizes

## Metal Rim Tickets

With or without thread.
17 sizes and forms

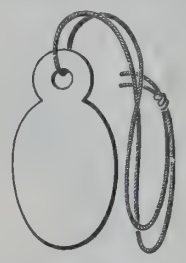
## Holdfast Card Tickets





**7 sizes**
2 forms of clamp

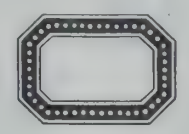
## Tag Tickets

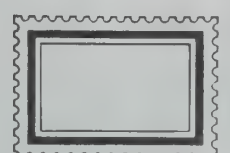


White or green cardboard with white or red thread.
40 sizes and forms

## Gummed Labels

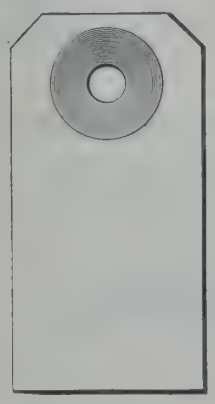
stamped and perforated





Extra gummed.
88 sizes and forms

## Manila Tickets



With round or oval patch or metal eyelet or with patch and metal eyelet.
5 Qualities 12 sizes

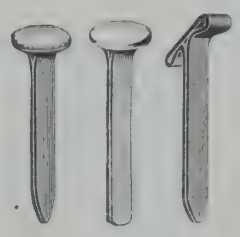
## Safety Paper Clips "Sikla"

(patented)

**Novelty!**

Shanks brought close to the head, no damage to paper possible. 3 sizes

## Paper Fasteners



With round or flat head, shanks pointed or rounded. 39 sizes

## Pin Fasteners

Brassed or nickeled.

## Ticket and Paper Clips

Practical.

## Thumb Tacks

Very sharp point.
2 qualities.
4 sizes

# ZANDER & CO., ERFURT (GERMANY)

Manufacturing Works for Tickets, Tags, Labels, Metal Clips and Thumb Tacks.

**Largest European Factory for Self fastening Clip and Pin Tickets of all kinds.**

Established 1899 Stand at Leipzig Fair: JAEGERHOF, III. floor, cabin 412 Call for catalogue 6

## QUITMANN & CO., G. M. B. H.

DUISBURG-HOCHFELD
GERMANY

*Metal Goods Factory*

ESTABLISHED 1866

**SPECIALTY:**

Metal Crosses with and without inlaid ebony. Pendant Crosses (Burial Crosses), Foot Crosses, Holy Water Fonts, etc., etc., in all sizes and styles.

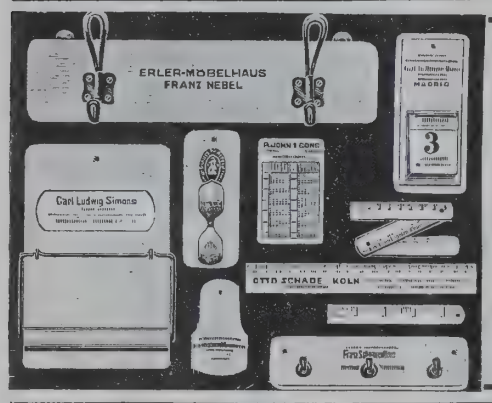
## GOSEBERG & CO., G. m. b. H.

*WIRE & WIRE GOODS FACTORY*

Kierspe-Bahnhof i. Westfalen
(Germany)

ROOFERS' SUPPLIES
ROOF AND PAN RIVETS

*Goods in quantities according to sample or drawing.*




## ROBERT FEY

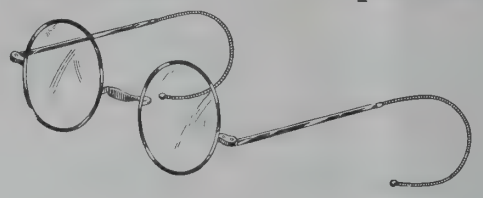
*Celluloid Goods Factory*

WEINSBERG Württemb. GERMANY.

*Practical Advertising Goods made of Celluloid for office and household use.*

RELIABLE AGENTS WITH GOOD CLIENTELE WANTED

**The famous ALPIRA Spectacles**



## ALPIRA,

**Manufacturers of all kinds of SPECTACLES FRAMES**

**RATHENOW, Germany**

*PLEASE APPLY FOR CATALOGUES AND SAMPLES.*

## PAUL JANSEN

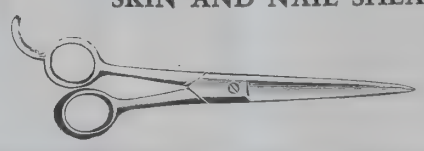
*Steelware Factory*

SOLINGEN (Germany)

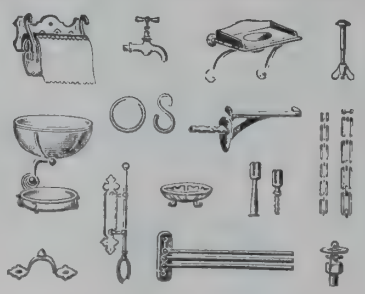
Registered Trademark

*Manufactures as specialty:*

SKIN AND NAIL TWEEZERS
SKIN AND NAIL SHEARS



also best quality Hair Shears

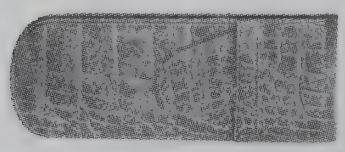


*Catalogs at your disposal. Agents wanted.*

## GEBR. ECHTERMANN

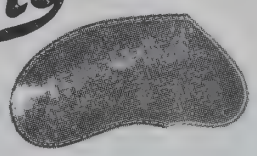
ISERLOHN II i/W.
GERMANY

**Special Factory for Sanitary Goods for the equipping of Bath, Closet and Toilet Rooms,** such as Glass, Soap, Paper and Towel Holders, Glass Slab and Wash-dish Stands, Bath-tub Seats, Wash-baskets, Basin Strainers, Hinges, Wood Screws, Mirror Center-pieces, Seat-Screws, Closet-flush Handles, etc.



## Cases in all sizes and sorts

## Ludwig Mertens



## Rathenow

*Germany, Post Box 311*

## TEGELHÜTTER & CO., G.m.b.H.

**Haan/Rhld. (Germany)**

*MANUFACTURE AS SPECIALTY:*

**Horn and Artificial Horn Handles**

for umbrellas and parasols and also canes in up-to-date designs. Place a trial order.

**Guaranteed the best in the world!**

"Tenaxo"

## *Gutta-percha Collars*

**for hydraulic presses, pumps, hydraulic dental chairs, etc.**

**STEPHAN RUPPRECHT NACHF.**
**Mannheim, Germany**

## "BISMARCK"

SPEAKS FOR ITSELF

**RAZOR-BLADE & SCISSOR MANUFACTURERS**

*Apply* **E. 225. ADS Actien-Gesellschaft,**
**Internationale Zeitungsagentur und Annoncen-Expedition,**
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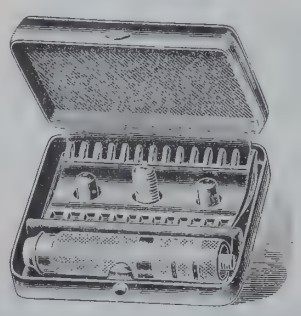
## "PICCOLO" Vest Pocket Shaving Apparatus



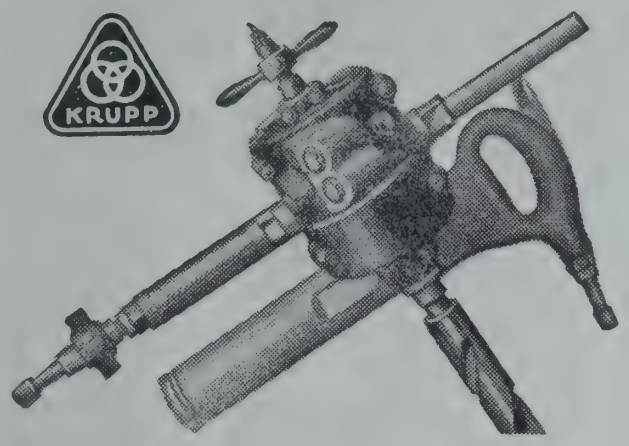
can be bought best and cheapest from the specialty factory of

## JACOB HELLER

Wutha bei Eisenach
(Germany)

## THE STANDARD CASE
## FOR SPECTACLES AND GLASSES

"UNIVERSAL-MODEL" (GERMAN MADE)
Hermann Röding, Rathenow (Germany)
Special Manufacturer of Spectacle-cases
A B C 6th Edition



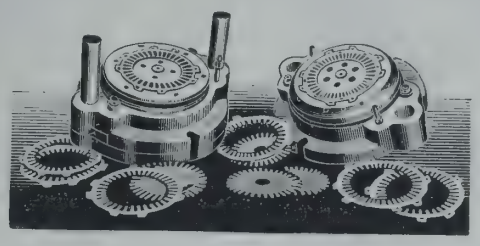

Drilling Machine and Riveting Hammer

# Krupp Pneumatic Tools

Messrs. Fried. Krupp A. G. of Essen, the well-known firm of steel makers, are also manufacturers of a line of Pneumatic Tools embodying a number of exclusive features, for use in engineering works, foundries, mines, shipyards, the building trade, &c. / Krupp Pneumatic Tools, combining simple, sturdy design with highest-class workmanship, are extremely handy and easy to keep in repair. All working parts are made of carefully selected steel. In a word, Krupp Pneumatic Tools fulfill the most exacting requirements as to efficiency and durability.

Sole Agents:

**Krupp-Kraftwerkzeug-Vertrieb G. m. b. H., Abt. E.**
**Düsseldorf (Germany)**



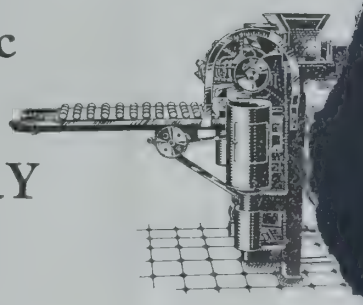
CUTTING TOOLS of highest precision

*Specialty: Complete Cuts for Rotor and Stator Plates*

VORRICHTUNGSBAU HÜLLER
Ludwigsburg (Germany)

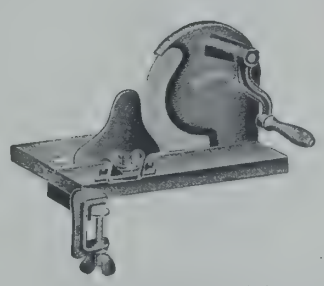
## FR. WINKLER, VILLINGEN/Baden (Germ

Special Factory for Automatic BAKERY MACHINERY



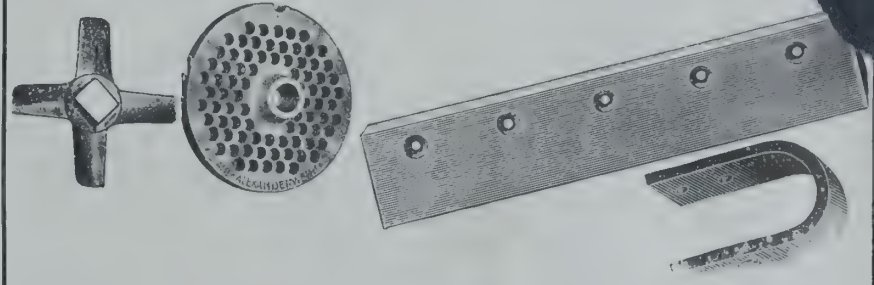
Ask for Quotations

*Capable well-established Agents wanted ever*



FACTORY SPECIALIZING IN
Coffee-mills of
all kinds, Bread Slicing Machines
Bean Cutting Machines
Kitchen Canisters

H. A. BERNHARD & COMPANY
Wermelskirchen Rhld. Germany



**All kinds of knives and plates for meat chopping machines. All kinds of knives for meat slicing machines. All kinds of knives for paper cutting machines. Permanent magnets of high grade Steel for all purposes.**

**Send us your inquiry with all particulars**

Trade Mark

ERNST - AUGUST - WERK
Schweflinghaus & Beitzer
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Trade Mark

**Combination Pliers. Largest Production. First class Quality and Finish.**

WILHELM REUTER
MAGDEBURG (GERMANY)

*Specialists Since 1875*

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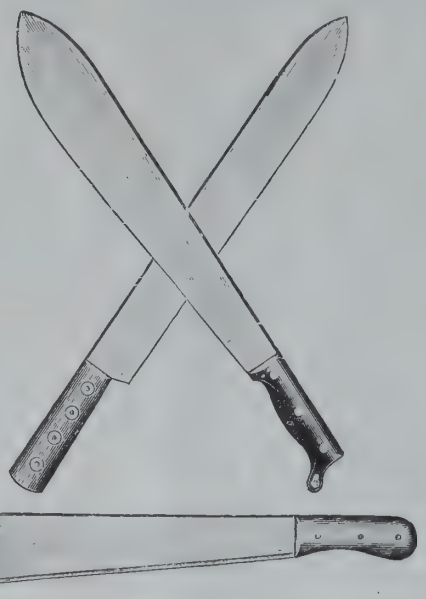
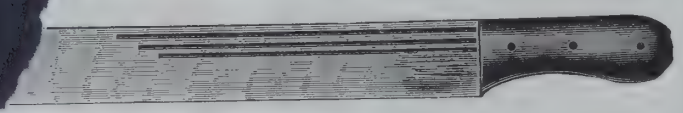


ANGELITO



# SCHULTE & CO.

**GEVELSBERG, Germany**

## MATCHETS

**n Knives Butcher Knives**
**and Hunting Knives**

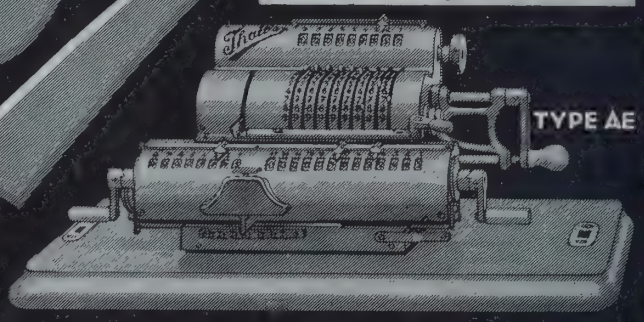
*Representatives wanted in all countries*

**UNIVERSAL-CALCULATORS**

# Thales

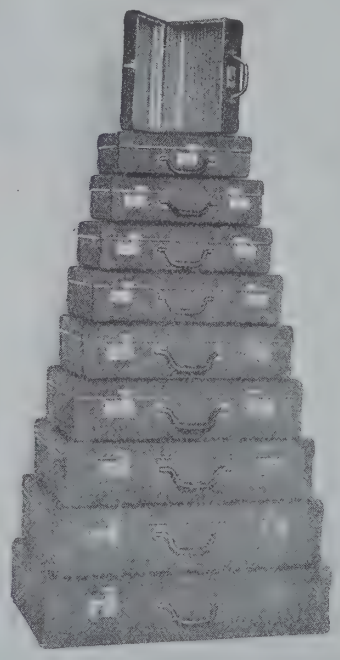
**PLEASE WRITE FOR OFFER WITH SPECIAL PRICES THIS VERY DAY.**

THALES 10 FIGURES PRICE $ 55
Unrivalled throughout the world.




**THALESWERK m.b.H.**
**RASTATT in Baden Germany**

*Rotochrom, Berlin S.59.*



# *Never Forget Suit Cases*

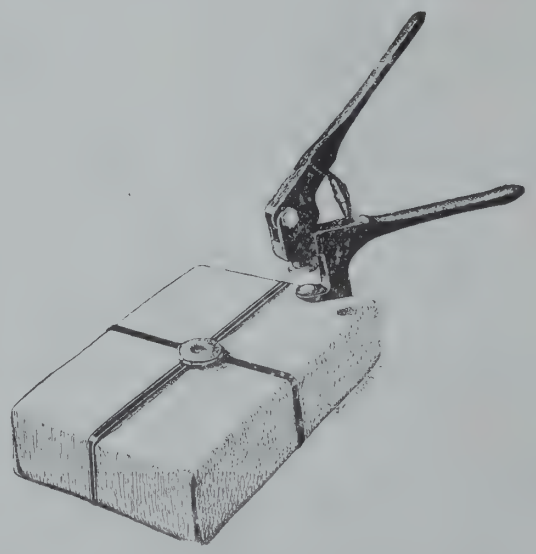
Best Lines suited for all markets, cheapest prices throughout competitive.

## Heinrich Schade

Manufacturer

**COBURG**

**(Germany)**



**STEEL TAPE IS STRONGER THAN STRING**

*Tie your parcels with our special steel tape.*

**More comfortable and quicker to work with than string or cord, a small sealing tool only tool required.**

# METO G.m.b.H.

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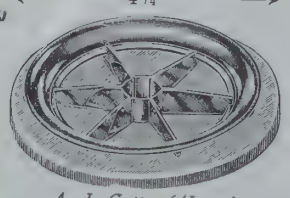
Nr. 1940

*The "ALTO" Nut Press functions automatically.*

Nr. 1056/1055 — 4 3/4"



*Apple Cutter (Alpaca) divides the apple with one pressure into 6 equal parts, at the same time, cutting the core out.*

*Nut-cracking a past-time.*

Nr. 1032

*Pieces- or meat fork with automatical pusher (Alpaca).* 6 3/4"

Nr. 1034

*Cake- or sandwich-tong (steel nickel plated).* 7 1/4"

Nr. 2325/809

*Teainfuser for picnic etc. (pure nickel)* 6"

Nr. 4389

*Pocket fruit knife with one fruit blade and orange-pealer (blades pure nickel).* 3 1/4"

Nr. 1515

*Poultry shears, best forged steel nickel plated first quality.*

11"

*Manufacturers:*

*R. Haastert & Büll*

*Wald-Solingen (Germany).*

*Cabeladdress: "Altowerk" Waldrheinland.*

FABRIK-MARKE
WORT-MARKE „ALTO"

# "WUMRA"

WERKZEUG u. MASCHINENFABRIK, Rathenow, (Germany)

*All Machines for Optical Work, Transparent Advertising Articles.*

OLDEST SPECIAL FACTORY ON THE CONTINENT!

Catalogs Upon Request.

ECKARDT & CO., G.M.B.H., HERDECKE-RUHR
GERMANY

SHEET STEEL ROLLING MILLS
SHOVELS AND SPADES OF ALL STYLES

*Specialty:*

## ECKARDT'S IDEAL Shovels and Spades

Blade and Shank made in one piece not sweat together

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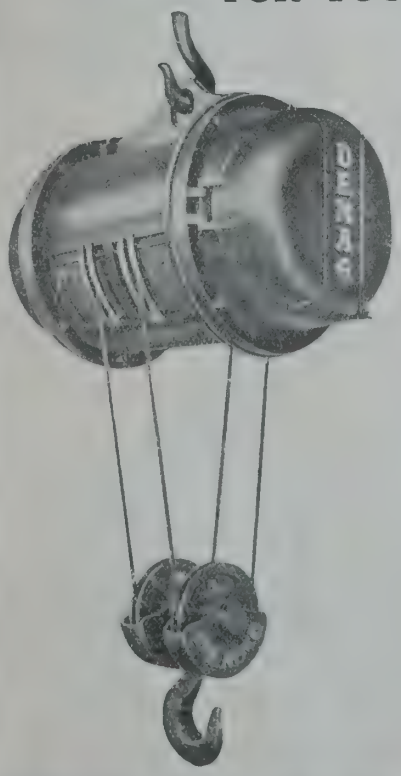
SPATENMANN

# DEMAG

YOU NEED
A CHEAP AND EFFICIENT LIFTING DEVICE FOR YOUR WORKS!



The most favorable solution of the transport question for every works plant is the

## DEMAG ELECTRIC-BLOCK

This lifting device, up to 10 tons carrying capacity, can, owing to its unsurpassed design, encased, and protected against rain, dust and fumes, be made use of everywhere. The employment of Demag Electric Blocks means a saving of time, and thereby also in money.

*Supplied immediately from stock.*

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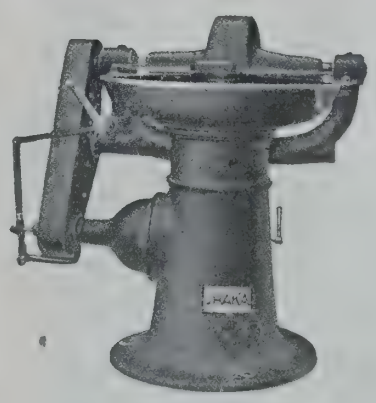

## As Pioneer in the Line of 'Butchers' Machines the "JRAKA" Holds First Place

Produced in accordance with latest practical technical knowledge, bearing in mind economy combined with highest efficiency, while providing for the chemical process during the course of production, and yet not neglecting the observation of modern hygiene and prevention of accidents by employing only the finest raw materials, it is strictly up to date.

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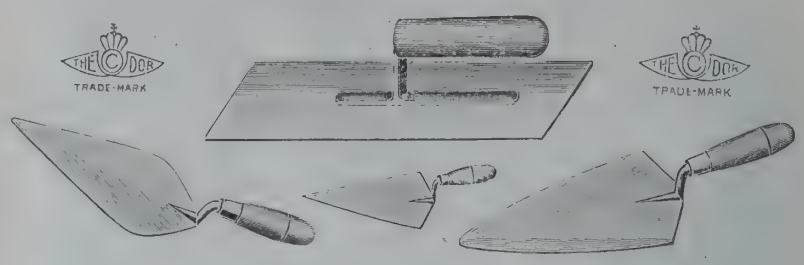
*MACHINE FACTORY*
KARLSRUHE-RINTHEIM (GERMANY)

*Reliable firms sought everywhere to sell my products.*

## ALBERT KÜPPERSBUSCH

Velbert (Germany)

*Builders' and Furniture Hardware Padlocks*

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*Factory specializing in Masons' Trowels*

REMSCHEID-HASTEN, Germany

**Manufacture of Masons' Trowels for all countries of recognized best quality, made of *first grade steel, forged from a single piece.* Largest capacity.**

*ESTABLISHED 1865*

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*Export to all Countries*

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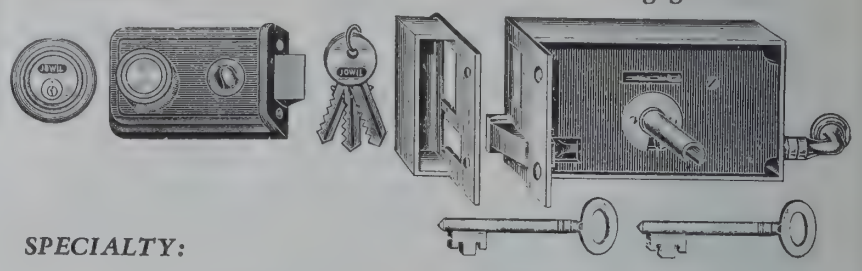
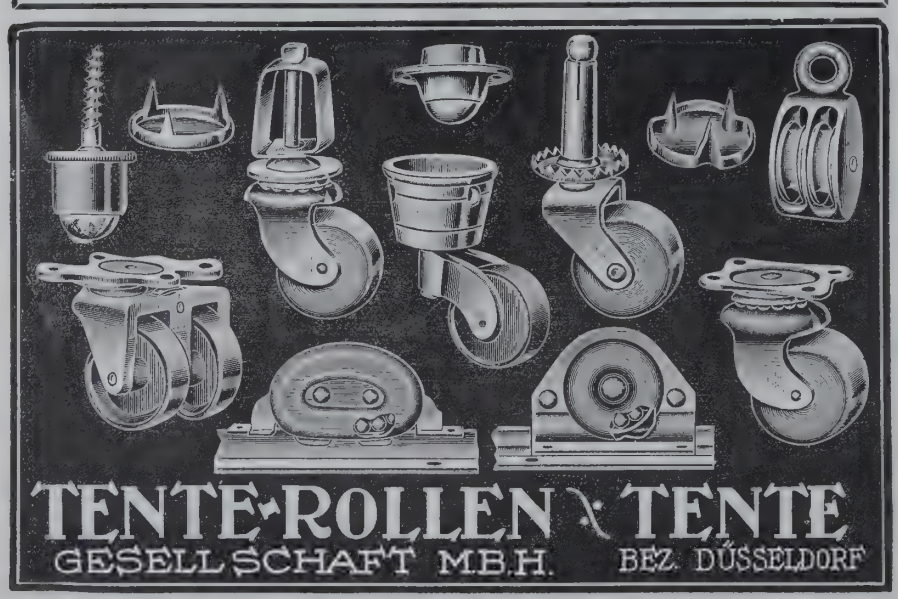



*SPECIALTY:*

**Safety Locks "Jowil" and "Sirius"**
**French Door Locks, Furniture Locks.**

*Representatives would be engaged for:*
CANADA, JAPAN *and* BRITISH INDIA.



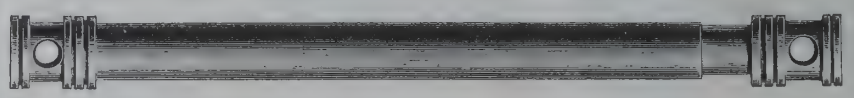

## JULIUS SCHERFF & SÖHNE G.m.b.H.

Evingsen i.Westf.14. (Germany)

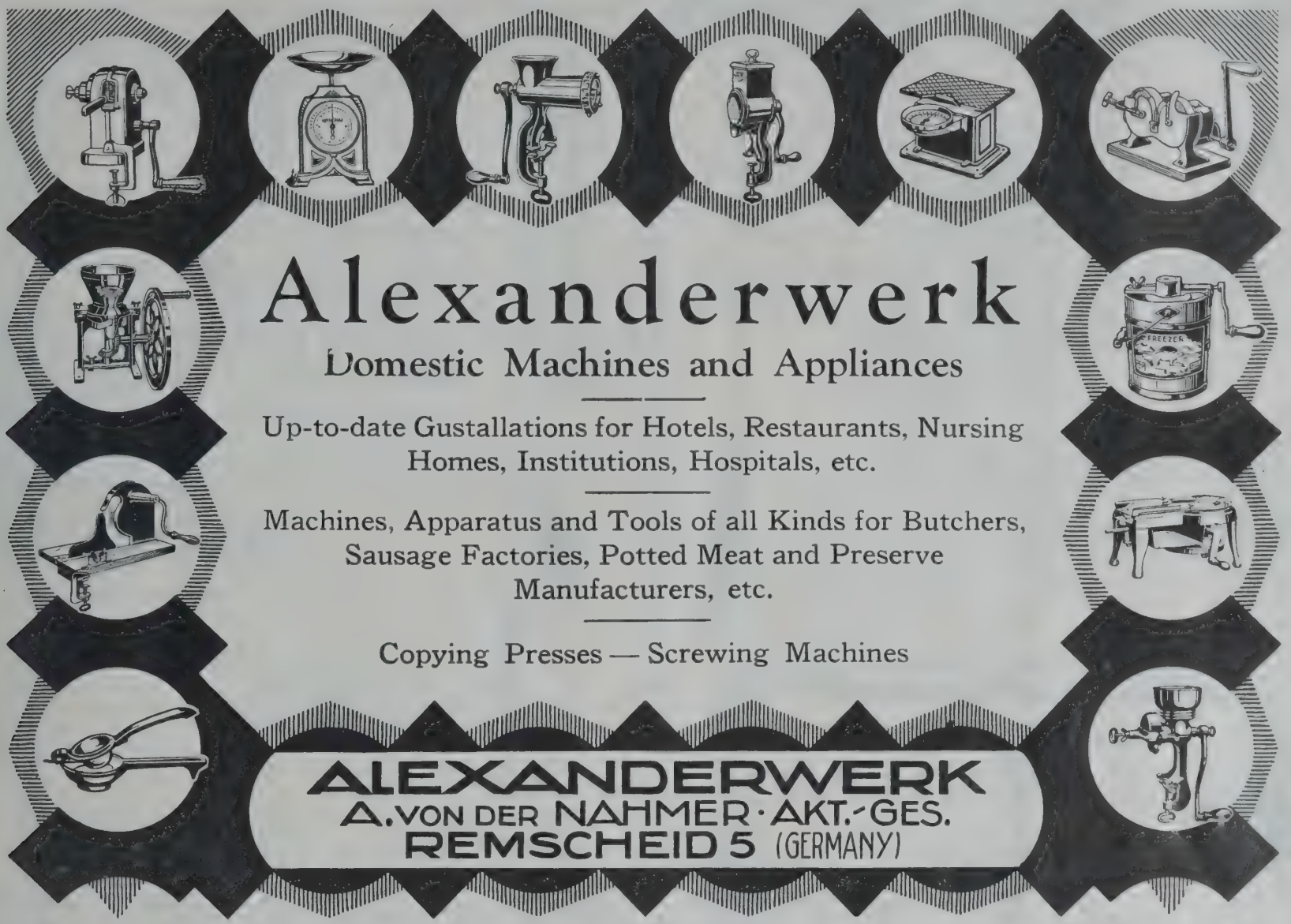
At the Fair in Leipzig
Esti Haus, Halle 12 F. Stand 209.

*Branch Agents and German correspondents wanted.*

*manufactures as specialty:*



Window bars, brass-plated and pure brass. Tablecloth clasps nickeled. Curtain rods. Curtain slide fixtures, tinned. Wooden rods. Iron and brass curtain rings. Roller fixtures. Portiere rollers. Draw curtain rollers, spiral door-springs. Wardrobe springs, trouser clamps. Cooking jar springs, horse protectors, stovepipe rosettes adjustable and non-adjustable, hearth guards nickeled, manufacture of staple articles of iron and brass, especially novelties in the line of small hardware.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Domestic Machines and Appliances
Up-to-date Gustallations for Hotels, Restaurants, Nursing Homes, Institutions, Hospitals, etc.
Machines, Apparatus and Tools of all Kinds for Butchers, Sausage Factories, Potted Meat and Preserve Manufacturers, etc.
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Largest Size 150×110 cm
SECHS CYLINDER
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SHEET-METAL ADVERTISING PLACARDS
of every discription
unfadable and
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FOR ALL INDUSTRIES
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FOUNDED 1872
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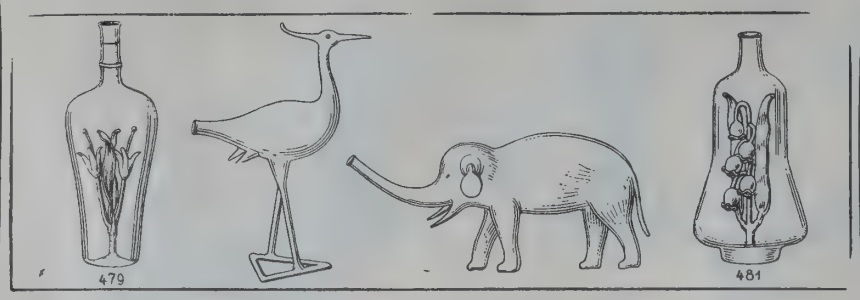
HAMBURG-AMERIKA LINIE
HAPAG
ÜBERSEE-REISEN
Nassauische Kunst-Manufaktur
Limburg a.d L.
(GERMANY)
Factory for Wood Carved Articles




**OTTO LIEBOLD, Glassware Factory, Hasenthal (Germany)**

Factory specializing in Perfume Vials and novelties to be filled with perfume—standard novelties!

Established 1900

Sample assortment from $2 upward.

*Agents familiar with the line wanted in all countries.*

*We manufacture:*

**Fine Wire in Phosphor Bronze**
**Brass**
**Tombac**

tinned, galvanized and twisted, for all purposes, particularly for the manufacture of

**Metallic Cloth and Paper Machine Sieves**
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**HEINRICH STAMM G.m.b.H.,**
**Grüne b. Iserlohn (Germany)**

*General Agent:* M. A. IRMISCHER,
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**REUTER'S IGNITION TESTERS**

**Attractive Designs / Superior Quality**
**Once tried / Always preferred**

**Use Reuter's ignition testers for advertising**

Testers can be delivered with inscription printed in gold.

**WILHELM REUTER**
**MAGDEBURG (GERMANY)**

**"RONDELLA LAMP"**
*The big quick seller.*

**"Rondella"**

**The new Electric Table Lamp**

Clamps automatically. Can be immediately raised or lowered by just grasping it; capable of being swung about the standard. Instantly adjustable as reading lamp, sewing lamp, desk lamp, student's lamp, work lamp, sick-room lamp. Price: $3.75 each f. o. b. Hamburg. Sample case containing 6 "Rondella" Lamps, $20. Send cheque.

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*Manufacturer*
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**BRASS TRIPODS**
**for**
**photographic apparatus**

**FRONT-WHEEL FORKS**
**for**
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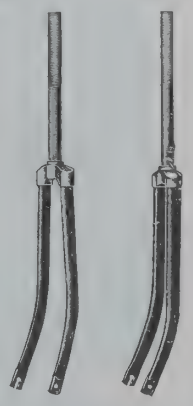

**MANUFACTURER:**
**EUGEN ISING**
METALWARE FACTORY
**Bergneustadt, Rhld.**
**GERMANY**

**RAZOR BLADES**
*Best Quality*
Shaving Apparatus
Shaving Outfits

**HERMANN SURRES**
*Shaving Outfits*
LANGENBERG RHLD. GERMANY

**RUBBER STOCKINGS**

without seam, with open and closed heels

TRADE-MARK
OHRS

*Sole Manufacturer:*
**OSKAR HUPPELSBERG**
**ROB. SOHN in BARMEN-M**
*Telegraphic address: Ohrs, Barmen*

**Dr. Lenge's "Elastica"**
**Fallen Arch and Flat Foot Support**

*(Patented in Germany and many foreign countries)*

***The Best Support in the World!***

Exceedingly elastic. No more pressure points. Very light, but affords strong support. Abundant trials by doctors. 18 sizes.

**Order sample assortment; 6 pairs common sizes U. S. A. $5 postpaid, against payment in advance.**

The spring, made of special high-grade steel, is exceedingly adapted for building into new shoes as a joint support. **AGENTS WANTED.**

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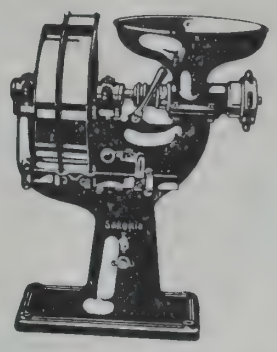
*Since 1884*

MANUFACTURERS OF

TUBES of all kinds
plain and decorated

SPRINKLER-TOPS of
all sizes and styles

*IMPORTANT: When asking for quotations send samples already used and state quantities required.*



# "SAXONIA"
# Butcher's Machines

are well known all over the world on account of their high-class finish and enormous output for more than 55 years.

*We Manufacture:*

Meat Mincing Machines
Meat Chopping Machines
Meat Silent Cutters
Hand Filling Machines
Power Filling Machines and
Sausage Linking Machines
with compressed oil drive.
etc.

## Gebrüder Wommer
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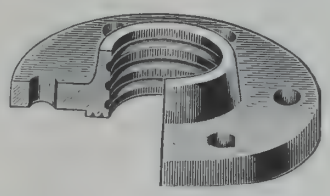

# SHOVELS *and* SPADES

FLANGES made of WROUGHT IRON for low, medium and high pressure.

## WAGON HARDWARE

# GRIESENBECK &CO.

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(GERMANY)

# W.O. SCHULTE

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Germany

*Telegraphic address:*
GABELFABRIK SCHULTE

PITCHFORKS, DUNG-FORKS, FORKS & DIGGERS FOR BEETS, TURNIPS, ETC., POTATO-FORKS

GARDEN-RAKES
(Bow-Rakes)

*Recognized as highest grade Tools.*

# DRILLING MACHINES

*in high-grade, up-to-date construction*

For holes up to 80 mm.
*Unequalled efficiency*

SPECIAL EXPERIENCE EXTENDING OVER SEVERAL DECADES

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GEMEINSCHAFT
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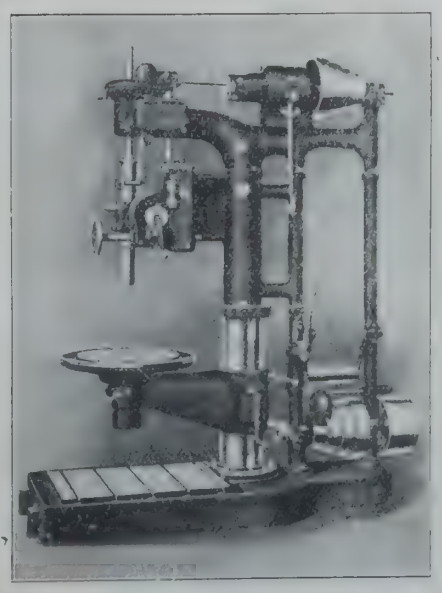
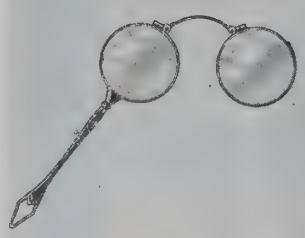
(Germany).



1. Our latest model with Zylonite rims and Zylonite tipped sides. Adaptable for ladies and gentlemen

2. Astigmatic frame with swinging cork plac-quets.

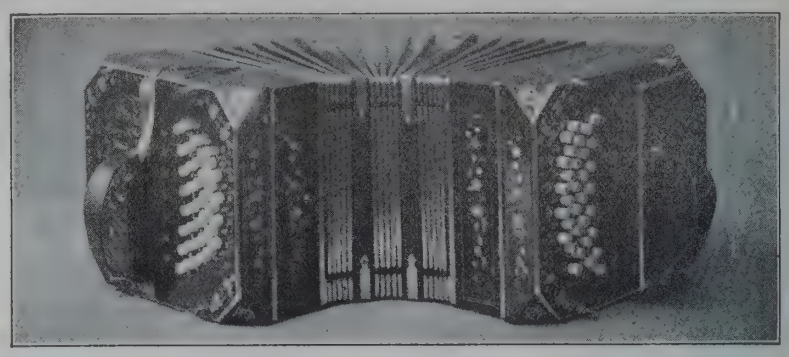
3. Sun or glare spectacle with Zylonite Cups.



4. Lorgnette supplied in numerous designs suitable for all tastes.

5. Metal spring cases, made in all sizes for Spectacles, Eye-glasses, Astigmatic - frames, etc.

**FRANZ RAPSCH**
**OPTISCHE FABRIKEN**
Aktiengesellschaft
**Rathenow, Germany**



# F. Lange vormals C. F. Uhlig

**2 A, am Rosenplatz, CHEMNITZ, Germany**
**Established 1819**

*Oldest Factory Specializing in*

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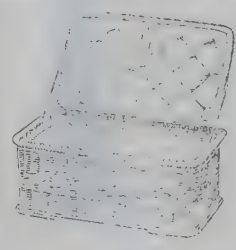
**of best quality only**

**AT LEIPZIG FAIR: 5, SCHÜTZEN STR., LEIPZIG**

Ask for catalog.

I offer: 1 Bandonion 106-octave, or 1 Concertina 104-octave, steel reeds, inlaid case with chamfered corners; bellows with 12 double folds with German silver bellows corners, $27 each, net, including export packing, postfree. Ready for delivery on receipt of remittance.

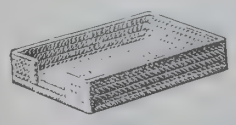
A trial with my first-class instruments will pay you. You will order again and always be satisfied. Many American references at your disposal.



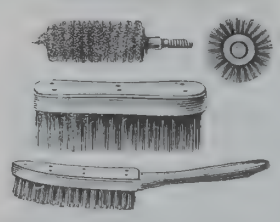
*Novelties in*
Wicker Furniture
and Wickerware
*of all kinds*

Furniture for export also sectionalized, thus being convenient for the American market.

HEINRICH GEUTHER
Wickerware & Wicker Furniture Factory
MITWITZ bei Lichtenfels (GERMANY)
ESTABLISHED 1881



*Samples and catalogs with quotations covering the desired articles upon request. Correspondence in German, English and French.*



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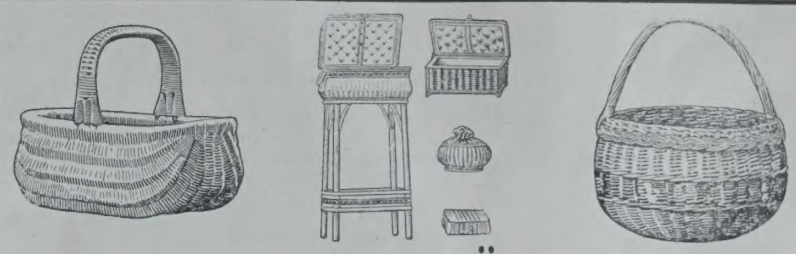

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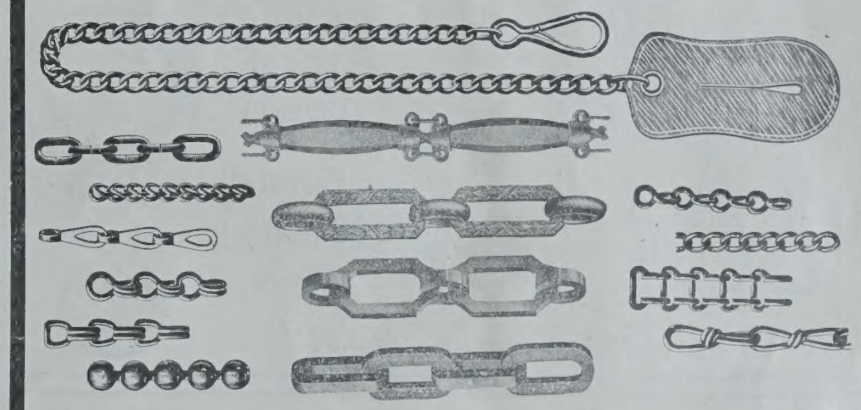

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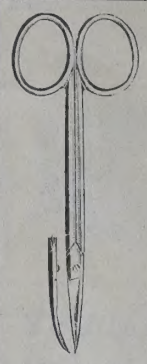

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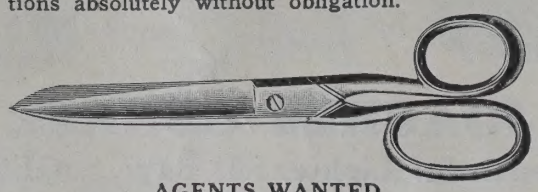

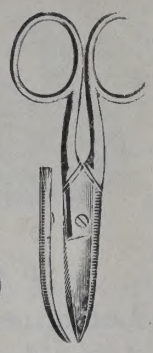

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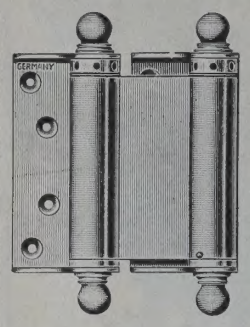

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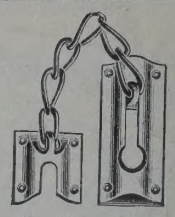

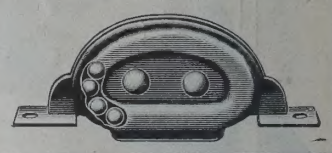

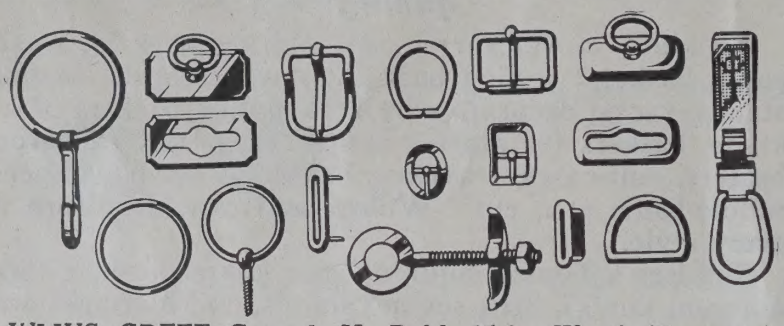

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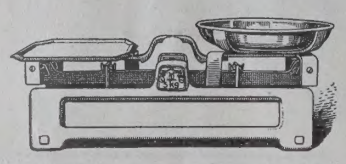

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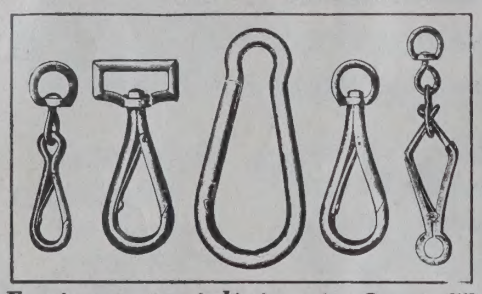

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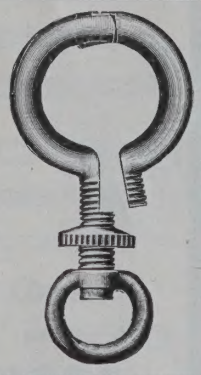

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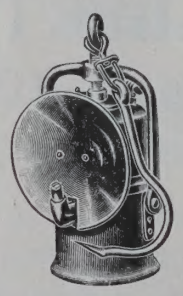

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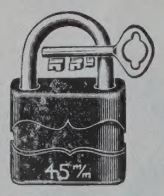


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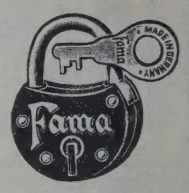


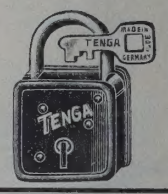


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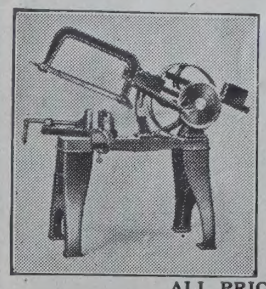

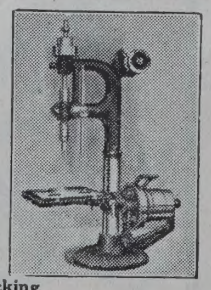

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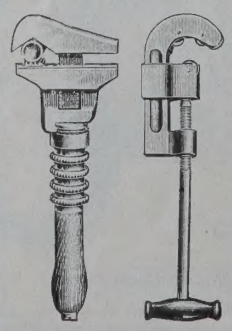

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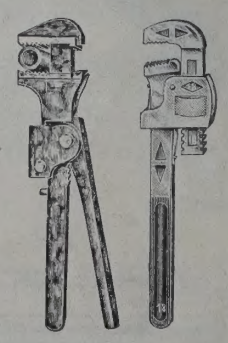

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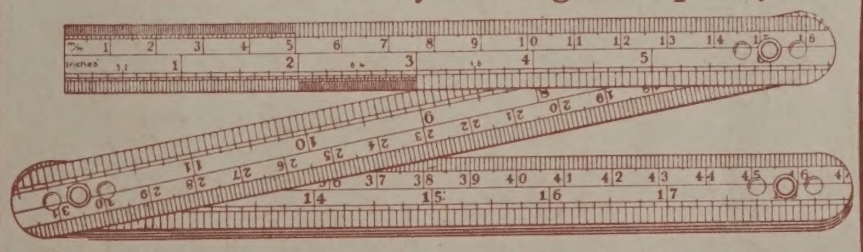

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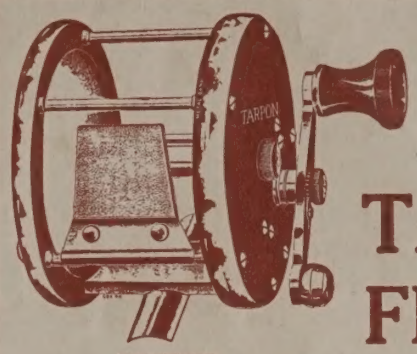


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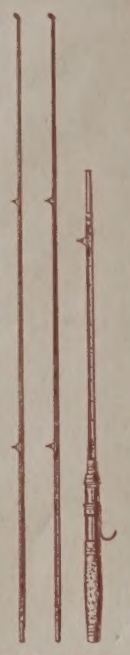
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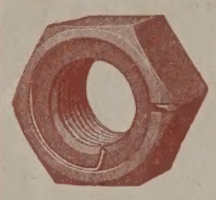

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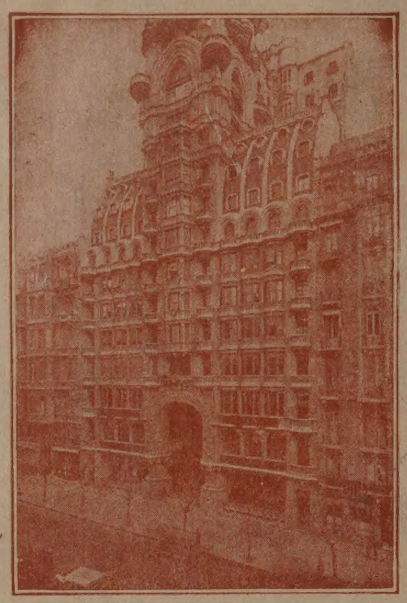

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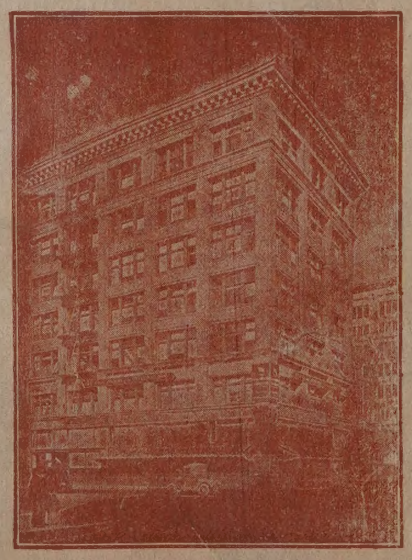

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